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THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIV.

CHICAGO, ILLINOIS, MARCH 15, 1916.

No. 9.

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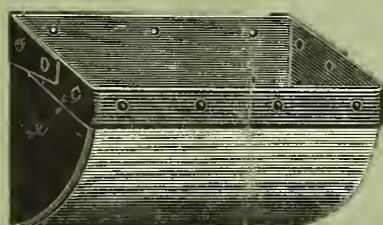
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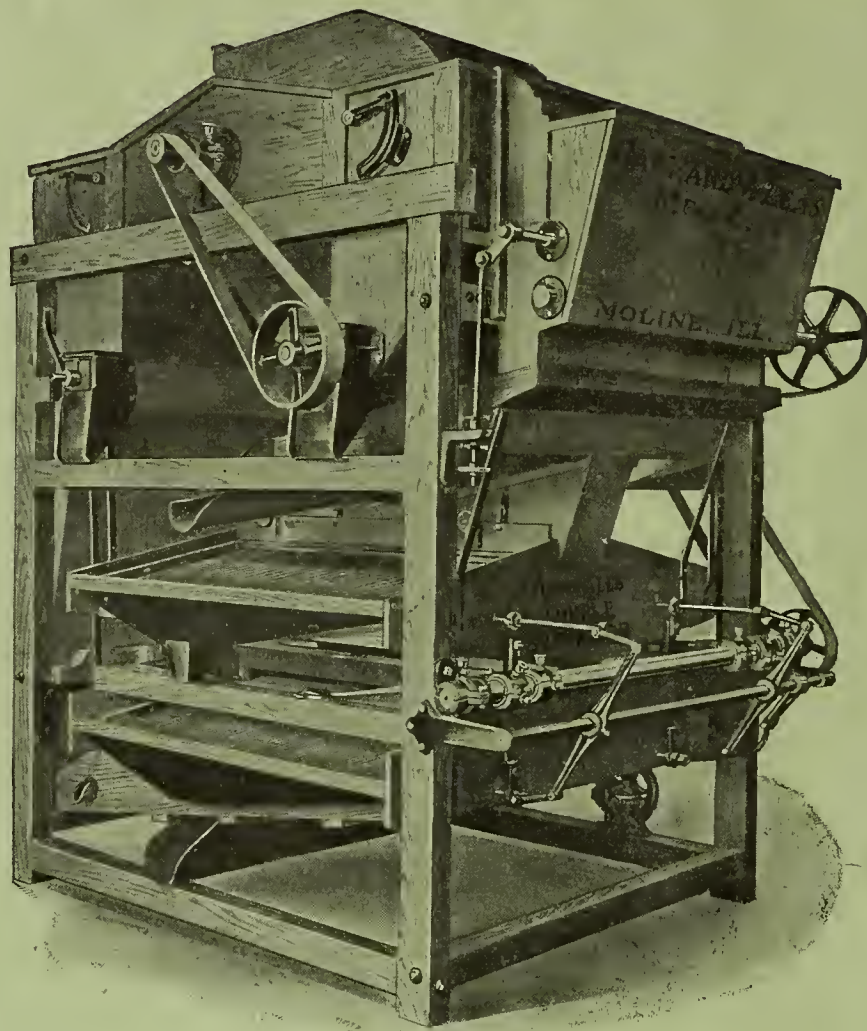
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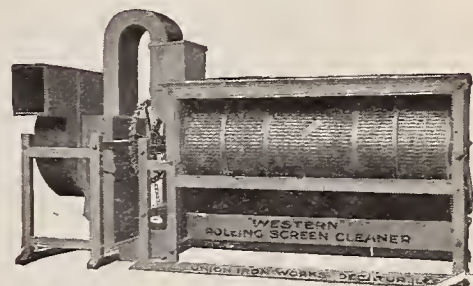
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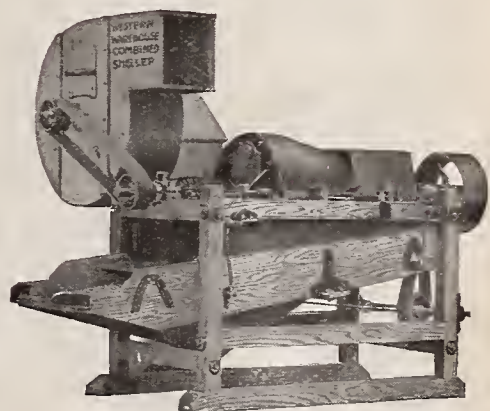
"Western" Pitless Warehouse Sheller



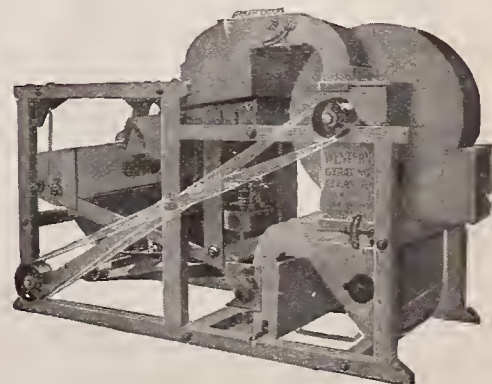
"Western" Regular Warehouse Sheller



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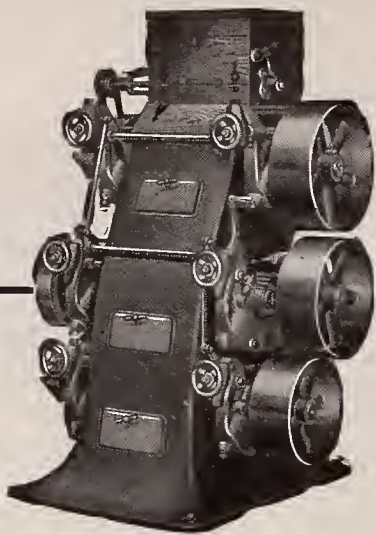


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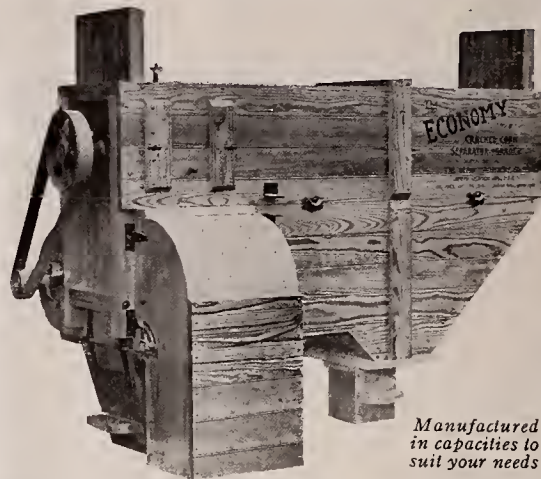
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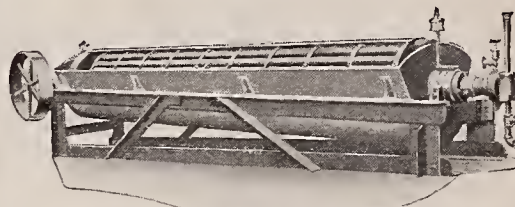
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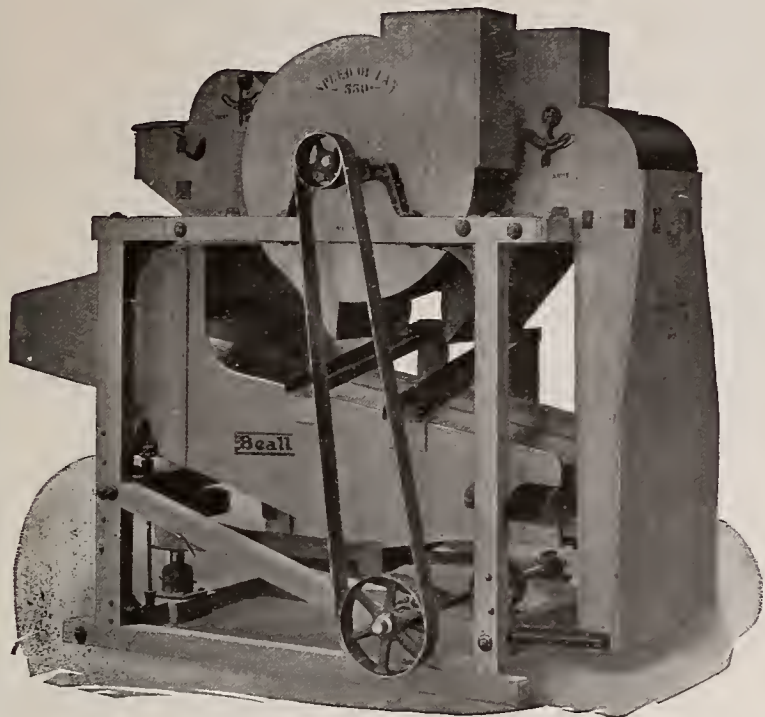
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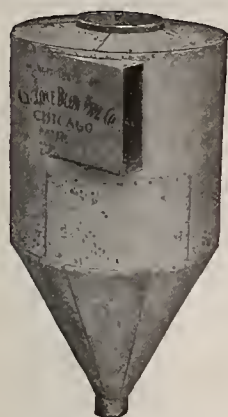
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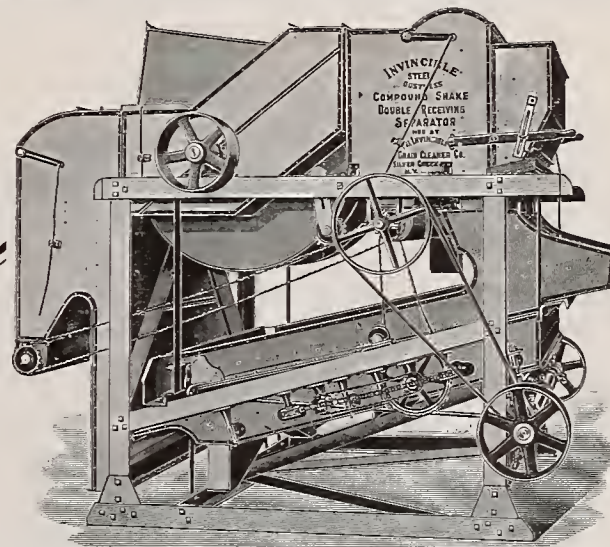
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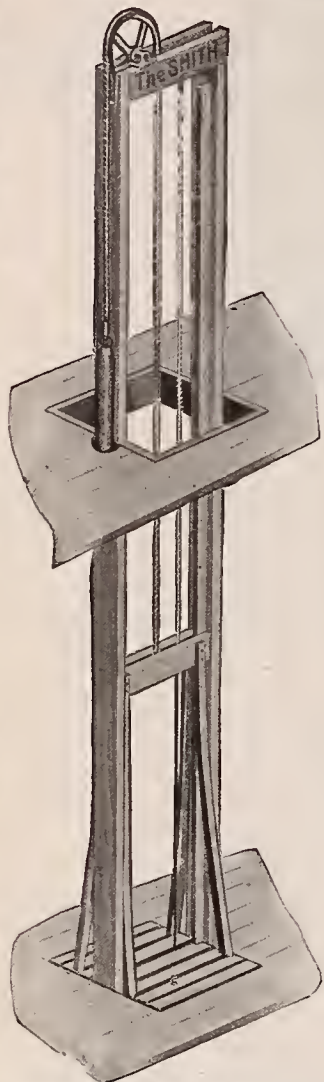
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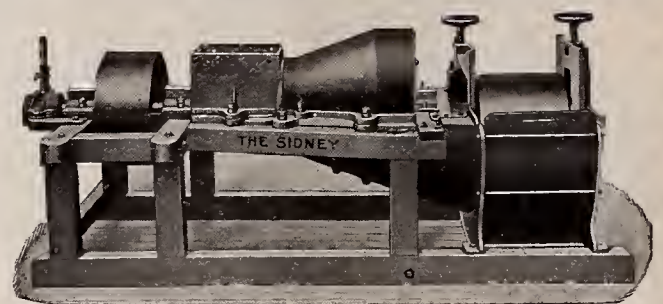
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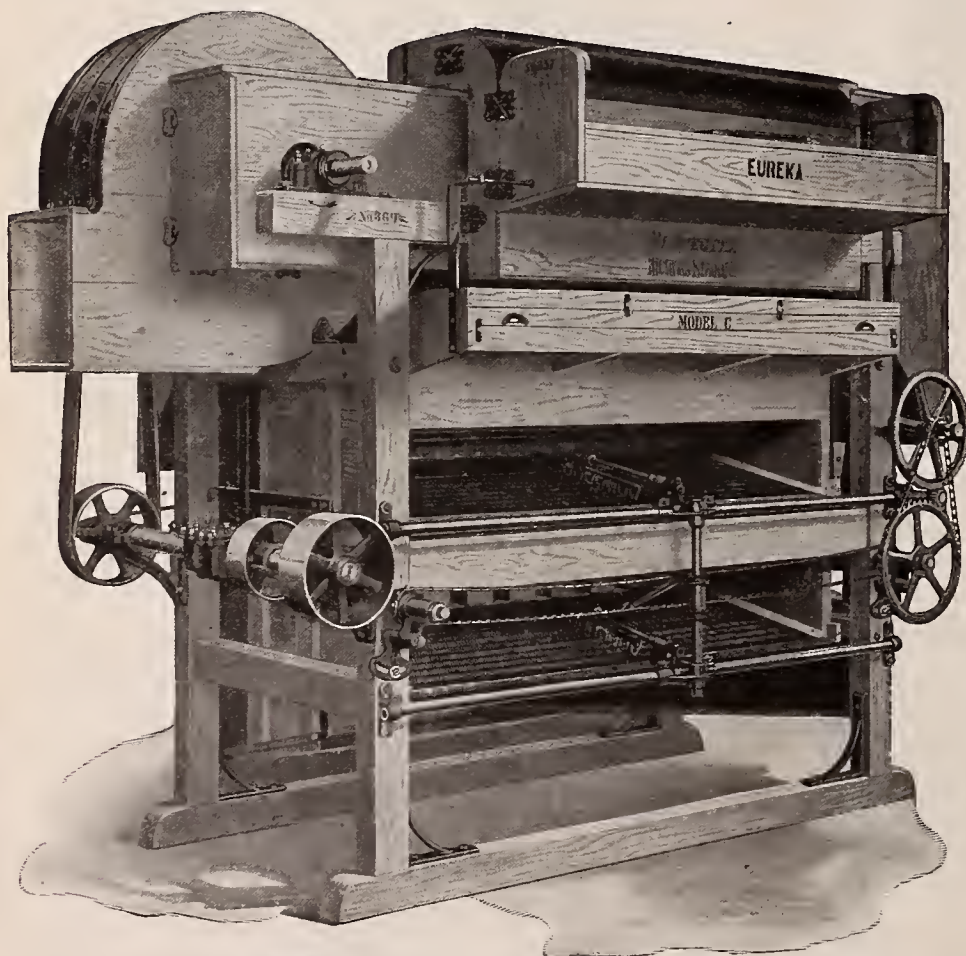
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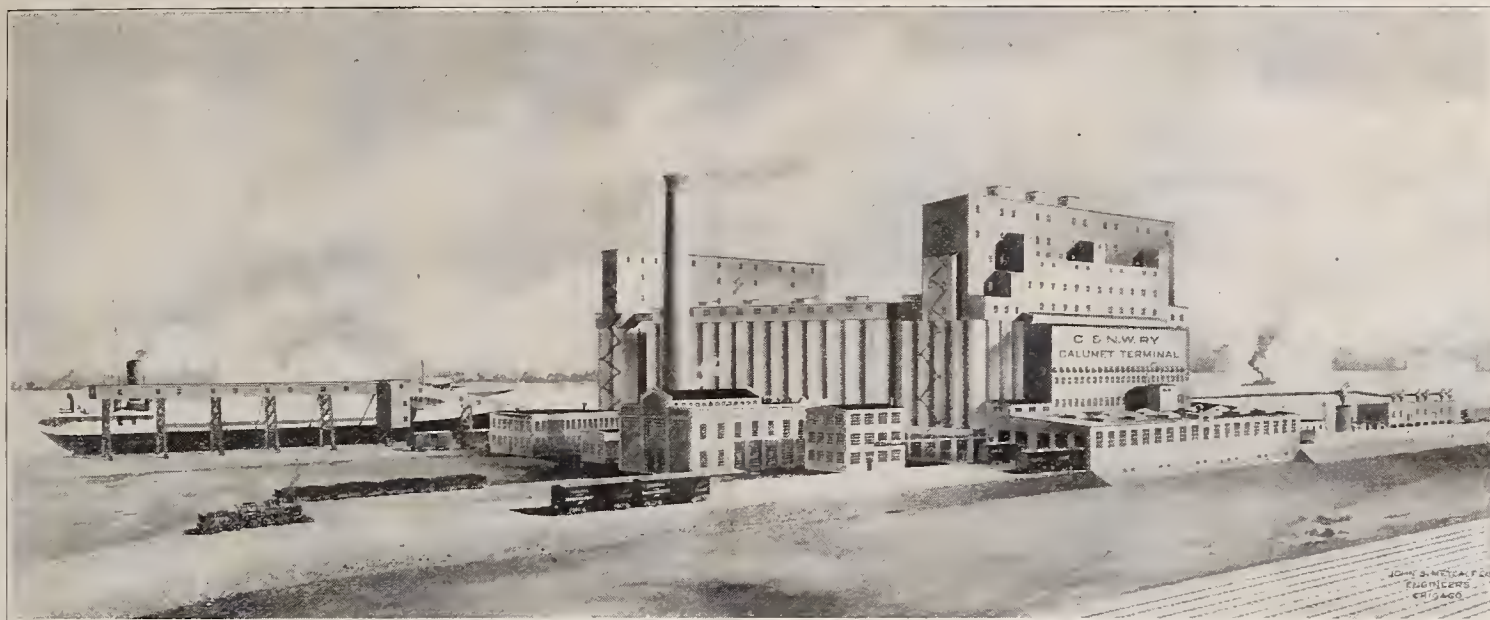
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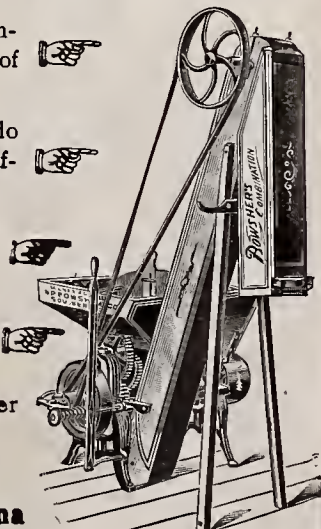
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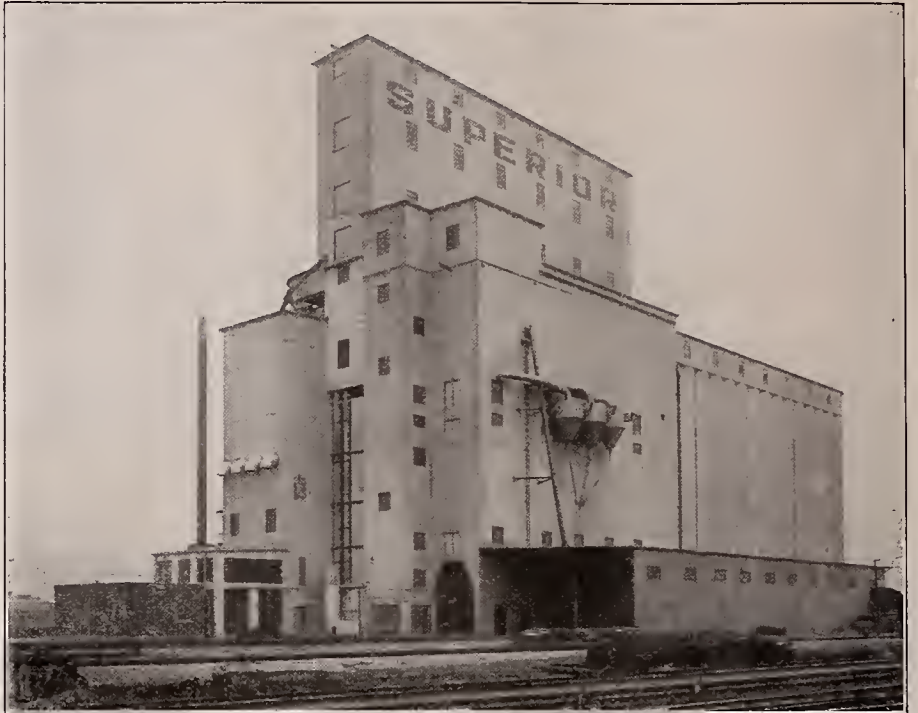


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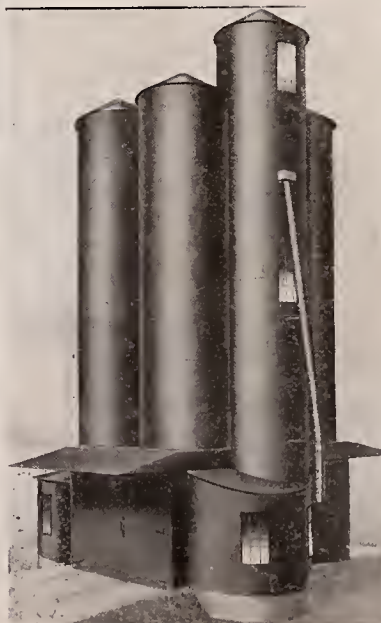
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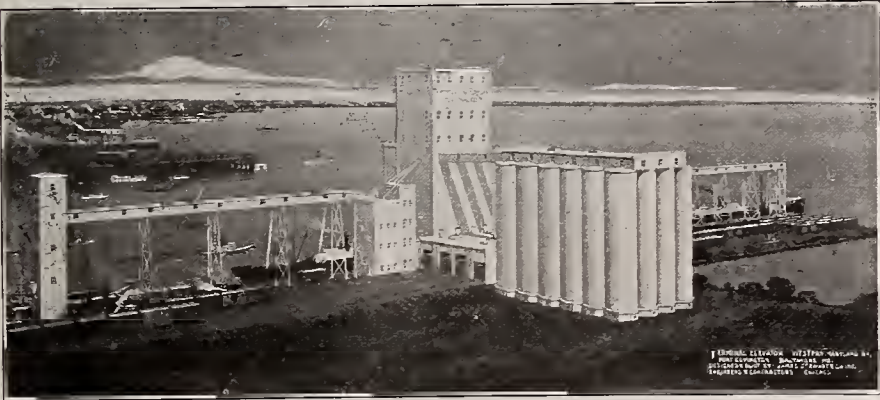
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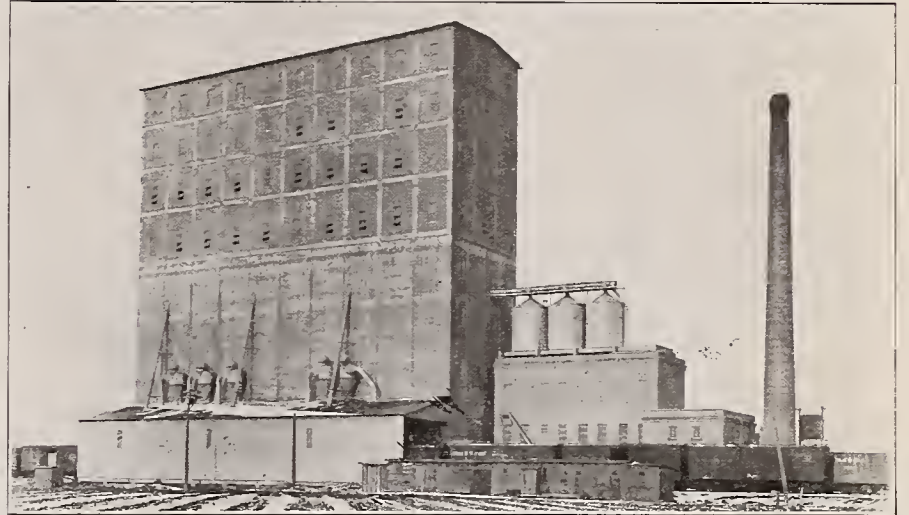
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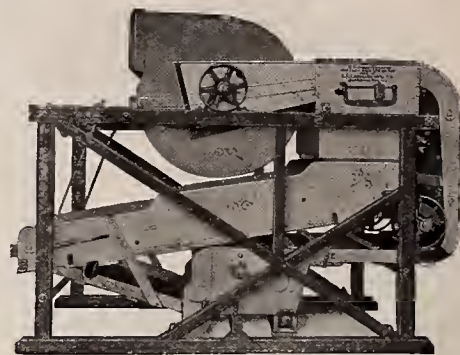
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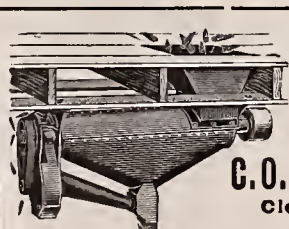
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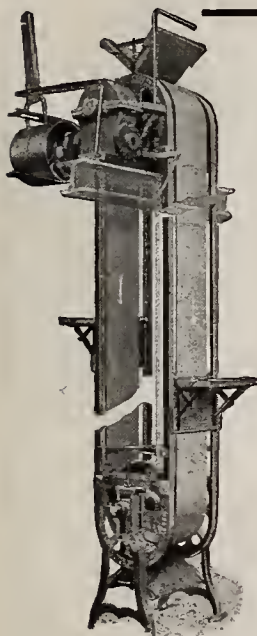
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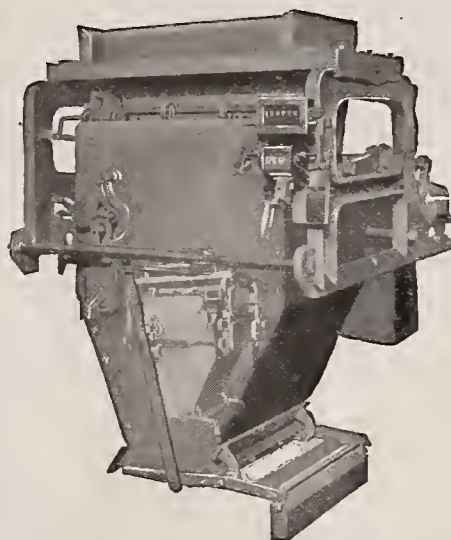
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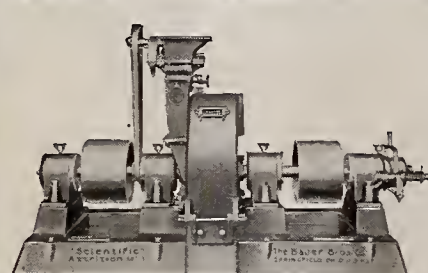
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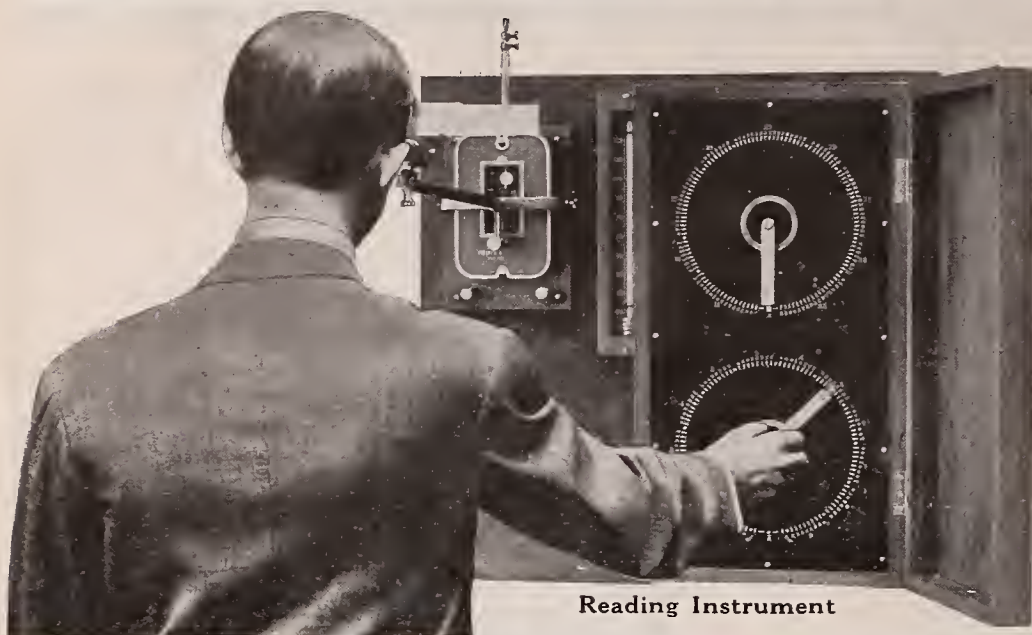
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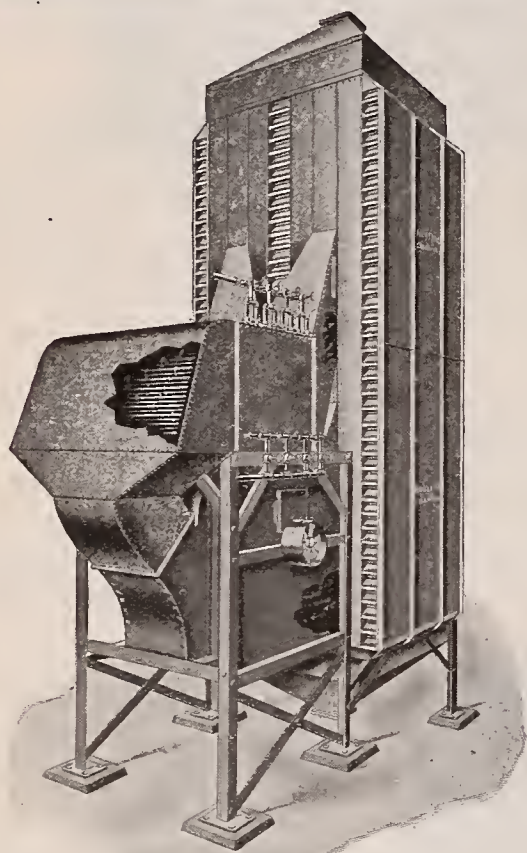
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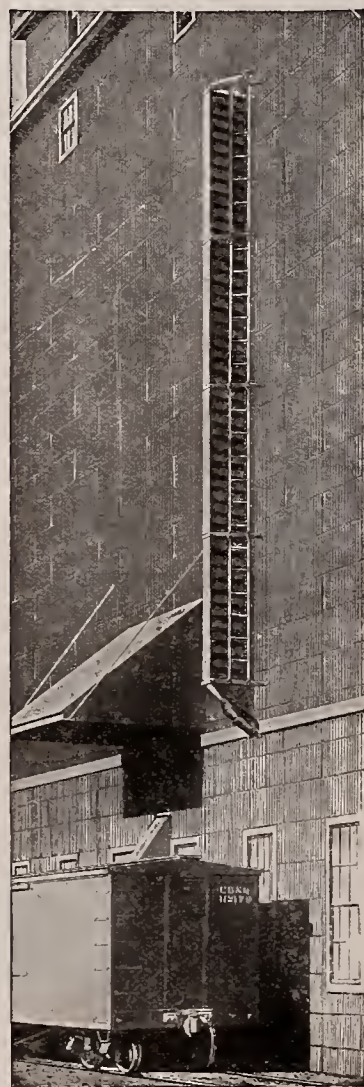
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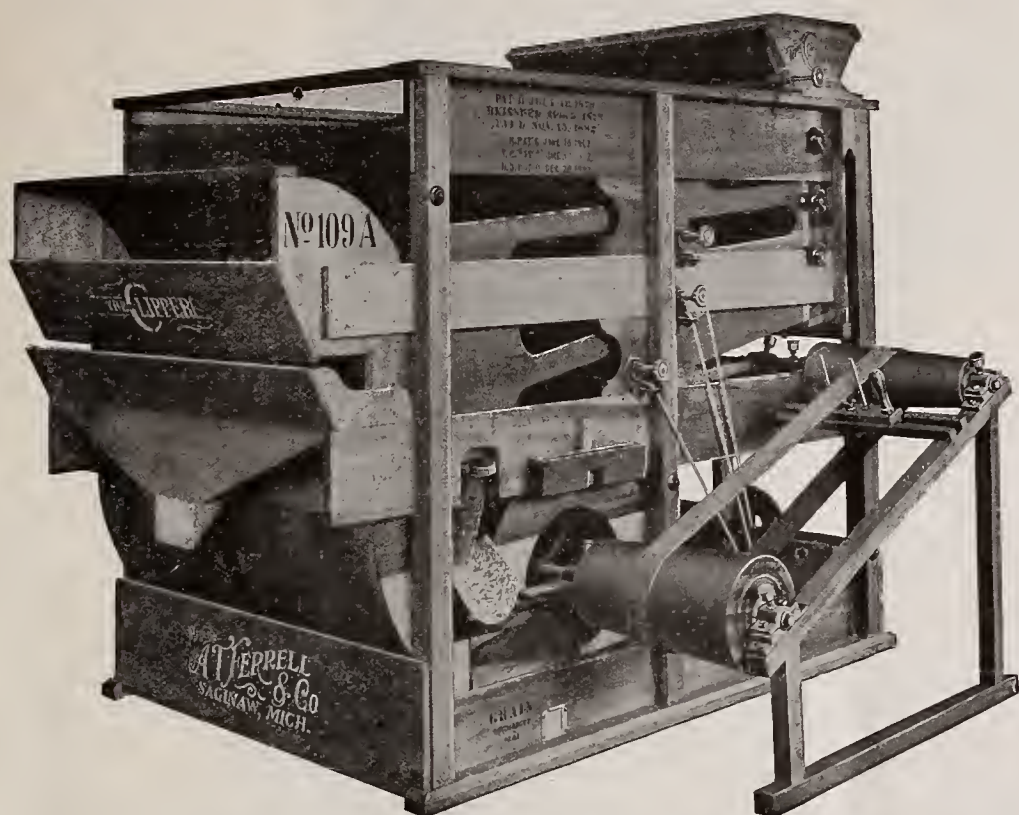
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The Hess Out-Door Conditioner.

Requires no power nor heat. Cools and sweetens heating grain and arrests deterioration.

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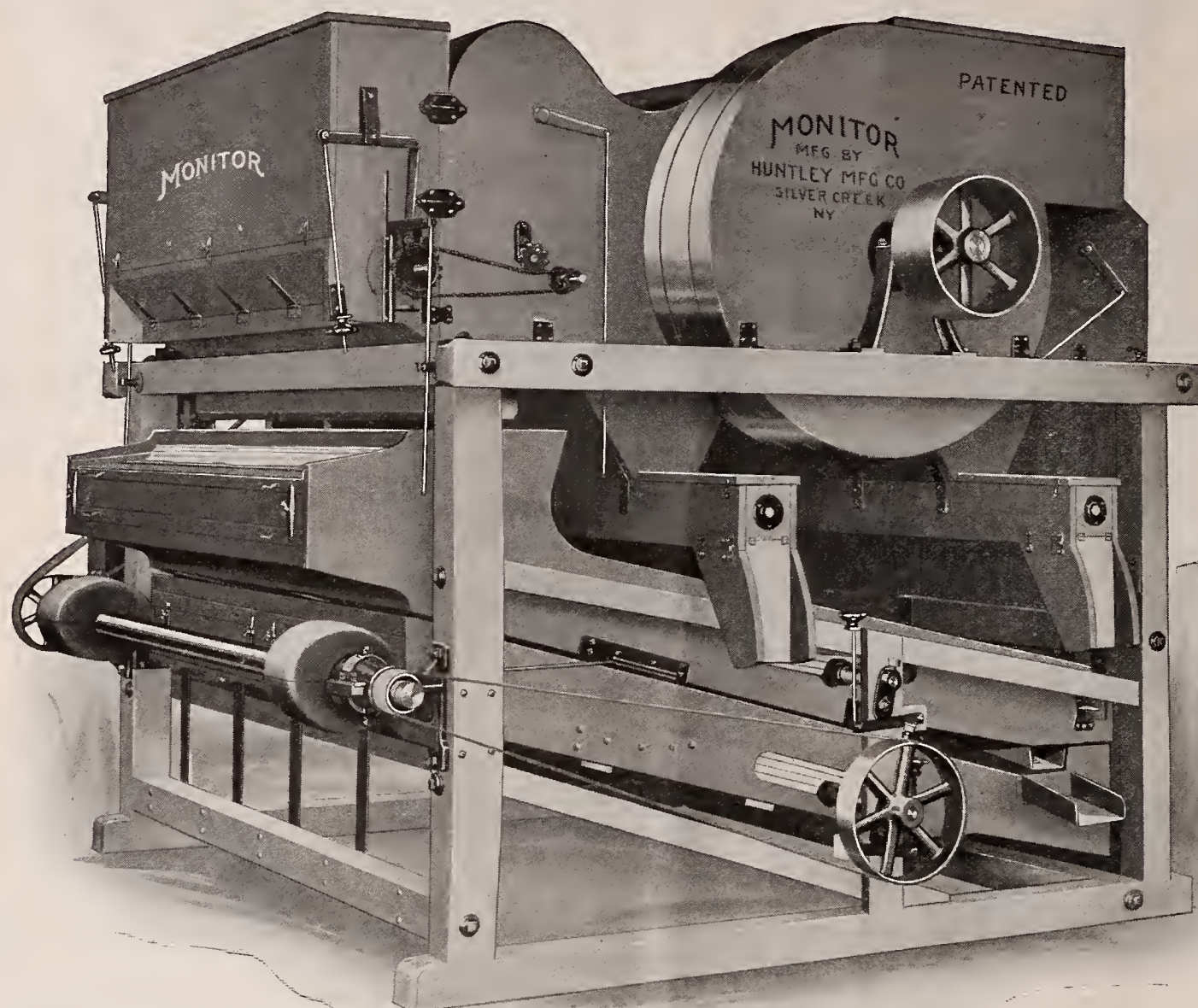
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is the true test of cheapness. If you are about to purchase a Grain Drier or an Oat Purifier there is one sure way of obtaining "quality" and that is to specify the "Ellis."

Write for Bulletin No. 20 on the Ellis System of Oat Purifying.

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Super Separator

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Receiving
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to be used in
the new 8,000,000
bushel C. & N. W. Ry.
"Calumet"
Elevator

It came through service of the most exacting kind, usage of the most severe character—instead of giving it a name we waited for it to earn one. Long ago we knew, and many of the North America's best-known elevator operators knew, this machine's performance exceeded that of anything in elevator Cleaners—we demonstrated its simplicity and ease of regulation, we proved its incomparable efficiency, its economical advantages, while its powers of endurance were also clearly established. Recently, this "Monitor" Model was the choice of buyers in two purchases of Cleaners that broke records. One of these sales, to the C. & N. W. R'y "Calumet Terminal", 8,000,000-bu. capacity house, the largest elevator on earth, was the result of a year's investigation by experts to secure for the World's Largest Elevator the World's Best Cleaner—"Monitors" only were selected. With a realization that full recognition of this machine's super qualities has come to it in a measure of greatness exceeding honors ever paid any other Receiving Cleaner, we have given it its new name, fully earned—"Monitor" Super Separator."

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A monthly journal
devoted to the elevator
and grain interests.

Official paper of the
Grain Dealers' National
Association and of the
Illinois Grain Dealers'
Association.

Established in 1882.



Published on the fifteenth
of each month by Mitchell
Bros. Publishing Co., 431 So.
Dearborn St., Chicago, Ill.

Subscription price, \$1.00
per year.

English and Foreign sub-
scriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, MARCH 15, 1916.

No. 9

A Large Cluster of Tanks

Forty-four Concrete Grain Bins Recently Added to Santa Fe-Argentine Elevator Brings Total Storage Capacity of Mammoth House to 6,500,000 Bushels

IT WAS not so very long ago when a 1,000,000-bushel elevator was regarded as a maximum capacity for a single storage house. It was even looked at with more or less amazement as representing the extreme limit of what a grain elevator could contain. The old Armour Elevator on Goose Island, Chicago, was an example of this class of structure. Now the 2,000,000 and 3,000,000-bushel elevators are very common, and with the completion last December of the addition to the Santa Fe Elevator "A," at Argentine, Kansas City, Kan., there is given a total storage of 6,500,000 bushels to this huge storage plant.

The elevator is operated by the Armour Grain Company of Chicago and was built by the Stephens Engineering Company of Chicago, after plans and specifications by John S. Metcalf Company, Ltd., of

Chicago and Montreal. It rests on a solid concrete slab, supported by 7,000 piles and covers a ground space of 150x420 feet. There are in all 44 tanks with combined capacity of 3,500,000 bushels. The bins are 37 feet inside diameter and 78 feet in height. It is said that although there have been bigger individual bins constructed, yet these are the largest tanks ever erected in a cluster.

The tanks are reached from the old workhouse by two overhead galleries, each containing two 36-inch belts, capable of carrying 30,000 bushels per hour. Four tunnels run underneath the tanks to the workhouse with four belts of same capacity as those above. The belt gallery is structural steel frame, with concrete roof and floors and a covering of corrugated iron.

It was but a few days ago that the Armour Grain

Company gave the Hess Warming & Ventilating Company of Chicago a contract for a large Hess Drier to be built at the elevator and it will be in operation within sixty days. The new drier will comprise four units with a capacity of 50,000 bushels of corn daily. It will be installed in a building 100 feet long and 64 feet high with storage above and below the drier. Each unit will be operated by a 20-horsepower motor and so arranged that grain can be run through in draughts or in a continuous flow as the operator may desire.

The illustration shows the size of the new bins but gives little idea of the appearance and up-to-dateness of the entire storage system which now makes up the Santa Fe-Argentine plant. Sufficient to say that the Armour Grain Company has one of the best and largest elevators at Kansas City.



NEW 3,500,000-BUSHEL STORAGE TANKS OF THE SANTA FE ELEVATOR, ARGENTINE, KANSAS CITY, KAN.
Built by the Stephens Engineering Company of Chicago.

The Line of Least Resistance

The Cost of Duplicated Service a Serious Problem for Grain and Feed Dealers—How One Dealer Met the Problem and the Way He Corrected His Error in Policy

By KENNETH C. CARDWELL

EVERYBODY has seen those exasperating specimens who by some unfortunate mental or physical crook do everything the hardest way. There are men who take the longest route to a given point, and there are other men who pass their lives in doing something, every day, in a much more difficult manner than could be developed, if a little thought were devoted to the matter. Which is only another way of saying that the man who wants to get there with both feet should by all means see to it that he does his getting with the least possible friction. If he does not it is something resembling a cinch bet that he will never arrive.

One of the prime tenets of the fairly new and much-exploited creed of efficiency is the elimination of waste. Experts—real experts, not the fake kind—have determined, by means of exhaustive experiments, that by following a certain course of conduct a laborer can handle in a day's work several times as much pig-iron, or sacked grain, or anything else that is hefty and hard to throw around, as he could by following his own untutored bent. There is a hard way and an easy way to do everything. The trouble is that not so very many people have the natural gumption, as it were, to find out for themselves which is which.

Thoughts of this general nature ran through the active and harassed brain of a certain grain, hay and feed dealer in a thriving suburb not long since, as he watched the piteously futile efforts of a new man in the warehouse to move some sacks of grain to make room for a new disposition of the stuff. He tugged and he pulled, with no apparent idea of getting at the thing other than by what the old-timers call "main strength and awkwardness," and there was quite as much of the latter as of the former in his efforts. Finally the boss couldn't stand it any longer. He stuffed into his pocket the bunch of bills of lading he had been running over, and strode over to the spot where the new man was working.

"My Lord, man!" he exploded. "Don't you know how to use your strength any better than that? Don't fly at a sack of grain as if you expected it to hit you. Make it help you by its own weight. You're not supposed to carry this stuff all over the warehouse, anyhow—if you were you'd be using a truck. Look, do it this way!"

And, using the art with which, not many years back, he had been one of the handiest men around his own little shack, he fairly coaxed that recalcitrant sack into the position where he wanted it with so little apparent effort that the green hand was astonished. The boss stood up, breathing a little more rapidly, but otherwise as good as ever, and proceeded to point the moral.

"Get the idea?" he inquired. "You'll never get very far in the grain business or anywhere else if you don't learn the best and quickest way of doing things. Competition between men and businesses is pretty keen nowadays, you know, and the fellow who can do work or sell goods with less waste of time and effort and money than the other will get the job—or the business."

With which undeniable bit of wisdom he walked away, feeling very well pleased with himself, and proudly conscious that to the application of this bit of elementary but vitally important logic he owed much of his success. Also, he left the new man thinking. Strangely enough, the new man could think; his futile efforts at handling grain were due simply to his newness at the job, not to any lack of intelligence. And he had already noted a thing in the business with which he had connected himself which seemed to him slightly out of line with the boss' rule.

The plant was located, as stated above, in a busy suburb of a good-sized city. When it started up it was a good deal smaller than at the time referred

to, having grown since then, as its owner had foreseen, with the growth of business around it. He had originally contemplated starting up in the business section of the city, but decided, after looking over the competition he would have to meet, that he would do better in the long run to get out where he would have more or less of an exclusive territory.

The idea worked out nicely, to a certain extent. That is, much of the business in the suburb came to him by a sort of natural gravitation. He made a special effort to keep his territory growing, and by careful cultivation of all leads to possible business, ultimately found himself with customers in all parts of the city. It was with considerable pride in his ability that he noted this fact, as time went on, and considered how he had expanded from the time when his business consisted of a few chicken-feed buyers and corner grocers right around him.

"Yes, sir," he remarked, rather cockily, to his new man, by way of explanation, "I go right into the territory of some of the biggest dealers in this city. You'll notice that when you're a little more familiar with the business. That's why you want to be careful in handling things—careful in deliveries, polite to the people you come in contact with, patient in answering the telephone, if you have to do that, and in every other way. There aren't many of us around this warehouse, and I expect every man to do his share toward keeping things going."

It was right here that the new man found a chance to slip in the suggestion which he had been working over in his mind for some days. He went back to the dealer's opening boast about the extent of his business, and drew out an amplification of it.

"Yes, sir, I've noticed how many customers we've got in other parts of town," he remarked, respectfully. "I helped handle a load only this morning to the other side of the city—we must have driven eight or ten miles, and it took us just about a good half of the day, or better."

The dealer winced, even while admitting his fine ability to go away out of his own suburb to get business. There were gloomy occasions when he reflected, with more regret than pride, on the excessively long hauls which he had to make to get to some of these out-of-the-way customers. It was not the custom of the trade to make an extra charge for these long hauls, as is done not infrequently in the coal business, for example; and, moreover, he knew that if he tried to do anything of that sort it would be good-by to this business. None the less, he was uneasily conscious that it was relatively unprofitable, and he wondered if the new man had any notion of pointing out that this might be the case. He was soon confirmed in this suspicion.

"I've been thinking all along of what you told me one day shortly after I went to work for you, Mr. Mills," went on the intelligent assistant, innocently. "About doing things the easiest way, you know; and I wondered, now, whether it wouldn't pay to pick up more of the business closer in, in preference to wasting four or five hours in handling business away off on the other side of the city. You see, Blank & Co. deliver out here, and get trade we ought to have, and it struck me that it's all wrong."

"Huh!" grunted the dealer. "Better stick to your own work, son, and not bother about our customers. You'll get along better."

But he had the idea, none the less; he had received the suggestion, and although he retired to the little dusty office growling indignantly—to himself, that is—over the downright impertinence of a mere roustabout of a boy, however intelligent, in pointing out what might be a radical error in business policy, he still realized that there was undoubtedly something in the point worth thinking over. In fact, he promptly went farther than this, with a freer conscience, in view of his own uneasy thoughts on the

subject; he agreed that it didn't pay, in any real sense, to make these longer hauls, always provided he could keep his men and his teams and himself busy with closer business.

Seeing this, with a sudden clearness which made him wonder why he hadn't thought of it more seriously before, he made a mental canvass of the situation, and he had to admit that he had let his natural desire to expand run away with his discretion. He recalled half a dozen customers, whose places of business were in as many suburbs, to which deliveries were made more or less regularly, miles distant from his own plant; and he recalled the fact that there were many other users of grain and hay and feed, relatively close to him, and some further away from the center of the city, in his own suburb, to whom other dealers were furnishing these necessary supplies.

In other words, he had permitted much business which was naturally his, lying right at his doors, to get away from him, while reaching after this and that and the other customer, to serve whom he must make a long, unprofitable haul. He saw that his growth, in this respect, had not been a thoroughly healthy growth; and he realized that it was up to him, in the future, to devote some serious attention to rectifying this state of affairs. The problem before him was to make his business just about a 100 per cent affair, measured by the number of nearby consumers on his books; the rest would take care of itself.

He went to work at once on this rather difficult matter and he is still working on it, because it is hardly a matter of a day or a week or a month to gain lost ground, or to readjust one's whole idea of business. But he is getting there by a judicious combination of diplomacy and salesmanship and publicity. Moreover, he is spreading the idea among his friends in the trade with excellent results. All of them, virtually without exception, have been making exactly the same mistake as he did, and mostly without any idea that it was a mistake.

"We're all blamed chuckleheads when you get right down to it," he puts it, frankly. "Here we are, scattered all over town—except you downtown chaps, of course—and each of us sells stuff right at the doors of all of the others. Well, that's all right enough, in a way; competition is the life of trade, and Uncle Sam says we've got to compete or go to jail. But it does seem to me that if every man went hardest after the business nearest him it would be a whole lot better; and that's exactly what I'm doing, if you want to know—because that's the business that is most profitable to me, and those are the customers whom I can serve better than anybody else can."

Which is the whole thing in a nutshell, and the reason why the idea really works out is that, as this dealer suggested, it is a good thing for the customer as well as for the dealer.

SHIPPER'S TROUBLES IN CANADA

Grain embargoes on the coast and lack of cars in the interior have caused trouble enough to shippers in the United States, but they are not alone in their difficulties for the brothers across the border are having the same sort of trouble.

Following the heavy shipments after the close of navigation, the elevators and storage vessels at Port Arthur and Fort William, Ontario, became so congested that early in January an embargo on all grain was put in effect on the Western railroads. On January 28, the situation having been relieved somewhat by rail shipments to Montreal, the embargo was lifted. Immediately a flood of grain began which culminated in a regular deluge during the week of February 20, the weather becoming so favorable at that time that deliveries from the prairie stations were possible.

As much as possible of the grain was diverted to the great interior storage elevators at Calgary, Moose Jaw and Saskatoon, but on February 24 the Dominion Grain Commission ordered another embargo at the head of the Lakes to stop entirely the flow of grain in that direction.

A good idea of the situation can be gained by a recent report of J. M. Cameron, general superintendent of the Alberta division of the C. P. R. He estimated that, in spite of the fact that over 45,000,000 bushels of wheat have already been shipped out of the province, 40 per cent is still in the farmers' hands or in country elevators. This would make a total of 75,000,000 bushels, greatly exceeding previous estimates and overtopping the greatest yield previous to last year by 40,000,000 bushels. Similar conditions exist in the other provinces.

Naturally with such a jump in output the facilities for handling the crop in western Canada were wholly inadequate. Much of the crop is threshed, but a large proportion is still in stack and quite a bit still in the fields in shock. The farm granaries and the country elevators are short of capacity, and it is reported that at least 5,000,000 bushels of wheat are lying exposed on the ground in southern Alberta alone. The Grain Commission has left it to the railroads to relieve the situation and save this grain as rapidly as possible, but Canadian ship-

only to cover hay instead of grain, would prove satisfactory, but that something must be done soon in approving a measure that can be passed by Congress is amply apparent from the restlessness and dissatisfaction in the trade. Recently the Oklahoma Farmers' Association determined on placing an agent at Little Rock, Memphis, Atlanta and New Orleans to handle their shipments of alfalfa to those points and to adjust differences which may arise when alfalfa shipments are made direct to dealers. Scarcely a shipment is made that there is not some disagreement on grade and value, and after the hay leaves the farmer's or shipper's hands he is at a decided disadvantage under the present chaotic grading system.

A FAST MILL ELEVATOR

The Scott County Milling Company of Sikeston, Mo., has a number of branches, one of the most important of which is located at Oran. This is a prosperous town situated at a distance of about

its receiving sink grain is elevated directly to the head of the house, where it is transferred by belt gallery to the tanks or to the mill, or it can be taken by a short elevator leg through the aspirator and scale to the head of the elevator without re-handling.

The drier is continuous feed type, having a return air system incorporated in its design. The frames in both drier and cooler are constructed of heavy woven wire cloth to protect the grain from overheating effects when undergoing the drying process. An interesting feature of the drier is its installation, as the machine is located within one of the concrete bins inside the working house. A part of the bin over the drier is used as a garner to feed the machine and the grain spouts in a continuous stream from the drier to the elevator legs.

The machinery equipment for the elevator was furnished by the Weller Manufacturing Company of Chicago and the fast work of the house is shown in its receiving capacity from the railroad of 3,000 bushels per hour. The milling company believes it has one of the best elevators in that part of the country.

DUPLICATE CHARGES

Secretary Smiley of the Kansas Grain Dealers' Association recently summarized the unjust conditions which obtain in Kansas City owing to the dual inspection and weighing service which is forced on shippers to that market. Mr. Smiley writes as follows:

"We continue to receive complaints of excessive charges for inspection of grain in this state, as the following letter, received from a prominent miller, will prove:

We are not members of the Kansas Grain Dealers' Association, as we do not operate any line elevators; in fact, it might be said that we are on the other side of the case, being buyers. However, we observed on an account of sale we received from Kansas City this morning covering a car of corn we bought from another shipper an item of \$2.45 inspection and weighing charges against 1,000 bus. of corn. This is outrageous, and if there is any one matter that is deserving of the attention of your Association it is this hold-up on shipments of grain moving to the Kansas City market. We note attached to the account of sale five documents from as many parasites. Three of these documents are from Missouri parasites. It is safe to say that the duplication of inspection and weighing on shipments of grain to Kansas City is for revenue only, and we believe it is possible for the Kansas grain shipper to protect himself by organizing against this deliberate hold-up.

"Under the present regime, the minimum fee for inspection and weighing at Kansas City is \$1.50 per car; 65 cents for inspection, and 90 cents for weighing; 50 cents of this charge is made by the Kansas City Board of Trade weighing department. Really, we can see no use for these two weighing fees. If the Kansas and Missouri inspection departments would maintain weighers in private elevators and mills, there would be no necessity for the Kansas City Board of Trade longer maintaining their department. It is claimed by a number of the Kansas City receivers that neither the Missouri nor Kansas departments maintain weighers at their private elevators or mills; neither do these departments make an examination of the cars in the yards or upon arrival at elevators in order to determine their physical condition. Unless the Missouri and Kansas inspection departments would consent to take charge of the weighing in all of the industries on both sides of the line in Kansas City, and make an examination of all grain laden cars, on the arrival at the elevators it will probably be necessary for the protection of the shipper that the Board of Trade department be maintained. During the year 1915 Kansas City received 43,477 cars of wheat, 16,643 cars of corn, 4,116 cars of kaffir corn and milo maize, 3,675 cars of oats, 329 of rye, 1,298 of barley, or a total of 69,538 cars of grain. Practically all of this grain was inspected and weighed in Kansas City by either the Kansas or Missouri department and at the minimum fee the amount collected to maintain these two departments would amount to \$107,783.90. It certainly would appear



NEW ORAN, MO., ELEVATOR OF THE SCOTT COUNTY MILLING COMPANY

pers are still in a wilderness of trouble and material relief can hardly come before navigation opens.

HAY INSPECTION TROUBLES

There is considerable more interest taken in the Grain Grades Bill and other measures leading to uniformity of inspection in grain than there is in uniform hay inspection, yet this latter commodity is of growing importance and value and the uncertainties attending its grading in various markets make the problem of uniformity most urgent. It is true that the grain dealers of the country are more unified on ways and means than the hay dealers. This is natural as the subject of uniform inspection has been before the grain trade much longer than before the hay dealers, but the leaders in the hay business have reached the conclusion that little further progress can be made until this important question is settled.

The Curtis Bill, S. 2464, proposes a remedy for present conditions. This bill is under consideration by the trade and the National Hay Association has been promised a hearing before it shall have been taken up in committee. It is not a satisfactory measure and a substitute will have to be drawn. This will undoubtedly occupy a large part of the time at the convention at Cedar Point in July.

It has been suggested that the Moss Bill, changed

14 miles from Sikeston and the company's mill at this point has always been conducted in an unusually up-to-date manner. It was thought best last fall to increase the wheat storing facilities of the mill, so a contract was placed with the Burrell Engineering & Construction Company, Chicago, for a new concrete house. This new storage is shown in the foreground of our illustration, the mill being in the background.

The construction of the elevator was commenced last August and it was finished in December. It comprises 10 tanks each 18 feet in diameter with height of 75 feet and affording a capacity of 180,000 bushels. The workhouse is 21x38 feet and 110 feet high. It also is of reinforced concrete and is equipped with a 750-bushel per hour Ellis Drier, 3,000-bushel Richardson Automatic Scale, and a 3,000-bushel Invincible Cone Aspirator. All its machinery is electrically driven and a uniflow engine generates the electricity for the work. The elevator is, therefore, independent for power.

Receiving and shipping facilities are unusually adequate. The Iron Mountain Railroad runs along one side of the house and the Frisco Railroad the other. Grain is received and shipped from both roads and a special feature is the double system of belt conveyors with which the house is equipped so that while grain is being received it can be turning over in the house at the same time. From

that this amount of money collected would give us better service. We also continue to receive complaints from shippers objecting to the charges made for duplicate inspection on intra-state shipments. To avoid this double and trip's charge, would it not be advisable to attempt to secure an amendment to the present inspection laws making it the duty of the deputy inspectors on arrival of cars at stations where a deputy is located and inspection made of the contents of the car to place a ticket on the door post on the inside of the car, showing test weight and grade? If the car is forwarded to

some other point in the state where a deputy inspector is maintained, it shall be the duty of the deputy inspector to take sample from the car and copy the ticket found in the car, showing the test weight and grade. Then if the buyer is not satisfied with the grade as shown by the original test and inspection, he may call for re-inspection within forty-eight hours, but if the re-inspection sustains the original inspection, the party calling for re-inspection must pay the charges. This would save to the shipper the charges made for additional inspection."

grain betterment is in progress there may be mentioned Arlington, Occoquan and Round Hill, Virginia; Oconomowoc, Wisconsin; Piketon and Sunbury, Ohio; Rhinebeck, N. Y.; Darlington, St. Charles and Lykesland, S. C.; Clarksdale, Miss.; Marshall and Waco, Texas; Chico, California; Walthill, Nebraska; Charleston and St. Charles, Missouri; Morrell, Stuttgart and Armorer, Arkansas. The object of the operations in such widely-separated localities has been to discover and prove out efficient methods of corn breeding and to ascertain the results of their practical application in the improvement of strains of corn under different environments.

This work was inaugurated some 15 years ago and for a considerable time went along without yielding any spectacular results, but that the day of achievement is now at hand is attested by the fact that during the past 12 months improved seed and suggestions as to corn improvement were placed with more than 600 farmers located in 46 states. Several strains of corn of unusual productivity have been originated or improved and introduced as a result of the work of this office and accurate records of results have been maintained in all instances. The Federal experts have likewise demonstrated for the first time that certain methods of corn breeding are commercially practicable and they have furthermore, proven that variation of methods with different environment is desirable if not necessary.

The plan on which the Federal experts usually

The U. S. Office of Corn Investigations

Work of Increasing Yield and Improving Varieties Gives Way to Urgent Demand for Knowledge of Handling and Storage in the New South—Large Force at Work in All Parts of the Country.

By WALDON FAWCETT

UNCLE SAM has tackled energetically the problem of corn handling and storage in the Southeastern States. This is a new responsibility and is due to the fact that the Southerners who for so many years pinned all their faith to cotton are coming, at last, to see the advantages of diversified farming and, especially, are turning their attention to the growing of corn. This

into the limelight by the current developments in the South is a Federal agency which, for all that comparatively little has been heard of it in the public prints, has for years past been carrying on a work directly and indirectly beneficial to elevator and grain trade interests. In a sense, the work of the Office of Corn Investigations parallels that of the U. S. Office of Cereal Investigations of which



WEIGHING CORN FROM TEST PLATS.

This Work is Being Done Under the Supervision of Experts from the U. S. Office of Corn Investigations.



PICKING EARS OF SEED CORN

change of status has, naturally, brought into the foreground the matter of ways and means for storing the corn. The vast majority of farmers in the Southern States have never in the past raised more corn than was demanded by their own needs, hence they have not only been short on bins, elevators and all the facilities for modern storage but they have not even had that technical knowledge of such utilities that comes to the average grower in the corn belt through practical experience.

In this dilemma then, the U. S. Government's Office of Corn Investigations has come forward to save the day. Experts on corn handling and storage have made a first-hand investigation of the conditions in the corn-growing sections of Dixie and Uncle Sam is now ready to render practical assistance, even to furnishing architectural plans for elevators, etc. Incidentally it may be mentioned that whereas the U. S. Department of Agriculture is usually in favor of grain growers making use of the established commercial channels for reaching the markets it is realized that at some points in the "new South," co-operative elevators or other similar expedients will probably have to be resorted to until the volume of corn production reaches proportions calculated to bring grain dealers into these localities.

The Office of Corn Investigations which is brought

the readers of the "American Grain Trade" have already heard something. To the average man in the trade it may appear something of a mystery why the work of improving the yield of corn should not have been consolidated with efforts in behalf of the other grains in the Office of Cereal Investigations and, indeed, there would appear to be no good reason for dividing the jurisdiction except that the work was thus laid out in the beginning and corn has always been regarded in official circles as a crop of such importance as to merit specialization in the fullest degree if anything was to be gained thereby.

Of the various lines of work carried on by the Office of Corn Investigations probably the most important is the production of improved strains of corn for the different geographical sections of the United States. The results of all experiments are made known to farmers, grain dealers and others interested and by way of lending a helping hand in practical manner the Agricultural Department places with reliable co-operators the seed of new and improved varieties developed in the course of the field investigations by experts.

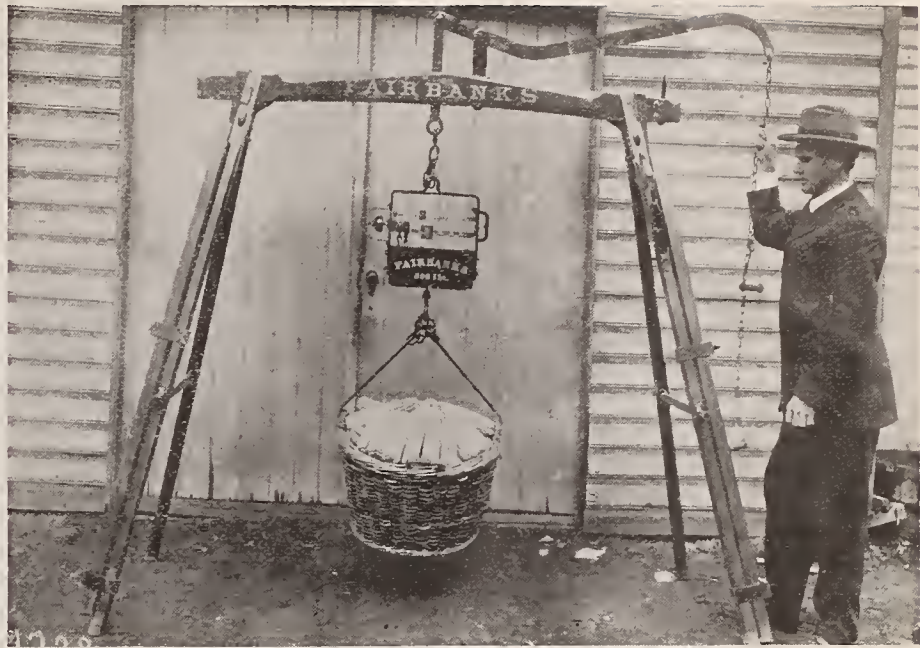
At experimental farms in no less than 11 different states is the Corn Investigations Office now carrying on the work of producing improved strains. Among the points where this effort for

proceed in this "prospecting" for corn improvement is to try in a new environment the methods that have been evolved as a result of research work on other projects. The Nebraska Experiment Station has been especially active in this campaign for improving the corn crop. Uncle Sam will expend some \$11,000 during the coming year in striving for improved strains and among the experts who will devote themselves to this problem are Messrs. C. P. Hartley, E. B. Brown, C. H. Kyle, J. G. Willier, F. D. Richey, G. J. Burt, H. S. Garrison, H. M. Steece, C. D. Bennett, and H. H. Biggar.

For several years past the Government has expended several thousand dollars a year in an effort to improve the quality and encourage the use of corn products as human food. This corn improvement with reference to food products is designed to develop types better suited to specific purposes in the manufacture of corn products. Of considerable value, presumably, to the milling industry is the data which this undertaking has produced with respect to the culinary properties and palatability of meal made from different types of corn and from the same type by different processes. Indeed, various millers as well as grain growers have co-operated with the Department in this interesting phase of its work. An offshoot of this same line of work is to be found in the experimental operations to deter-



UNLOADING CORN AT THE CRIBS



GOVERNMENT EXPERT WEIGHING CORN

ruine methods of breeding, curing and storage that will improve the popping qualities and wholesomeness of popcorn. In all this work of obtaining corn in line with the needs of the corn products people comparative tests of the desired qualities in the grain are made. Then when seed is discovered that has these qualities most fully developed, isolated breeding plats are planted with this favored seed and this affords a working basis for further study and experiment. Much of this work has been carried on in Michigan and to some extent in Wisconsin and Ohio.

A goodly slice of the \$43,000 which Uncle Sam is expending this year upon corn investigations will go to investigate the effects of inheritance and environment upon the corn plant and to determine general laws governing them. Upon the results of these studies are to be based the development and improvement of methods of corn breeding. Observations looking to this end have been made throughout the entire United States and experimental plats have been located in 18 different states. Everywhere the procedure has been uniform—the same variety of strain of corn has been tested under different environments and different varieties and strains have been tested under the same environments. As a result of the work already carried on in this sphere valuable data has been secured not only upon the degree and extent of the inheritance of certain characteristics but likewise upon the effects of self-fertilization, close breeding, broad breeding and cross breeding. The detrimental effects of cross breeding and self-fertilization have, indeed, been demonstrated as they perhaps could not be in any other way.

Of more or less concern, supposedly, to many grain dealers is the Corn Investigations Office's tests and demonstrations of the best general and practi-

cal methods of seed-corn selection, fumigation, drying and preservation. Here, as in other branches of the work, improved methods constitute the goal. The investigative operations have been carried on in widely-separated sections of the country and as a result valuable methods have been developed and are now in practice. These methods, it may be added, however, must be modified to meet different environmental conditions. In many instances greatly increased yields have been obtained by good seed preservation and it has been concluded by the experts that benefit can be secured by the early drying of seed. Incidentally, it may be noted, that it was because of the knowledge of the subject acquired by the Office of Corn Investigations that the Department of Agriculture was enabled to issue in the early autumn of 1915 its broadside warnings to corn raisers relative to the importance of caring for seed-corn in the face of the unusual weather conditions of the season.

To improve and develop methods of corn culture is the announced purpose of another division of the Office of Corn Investigations. Here we find 10 experts laboring to determine for the benefit of the corn men of the country the fundamental principles that control stalk growth and grain production. At the same time they are studying the relation to stalk growth and grain production of the moisture content of the soil, the physical condition of the soil, methods of planting, cultivation, rotation and fertilization. To get a sure grip upon the results, similar experimental tests have been conducted in different localities. Among the worthwhile results already accruing from this line of endeavor is the discovery that moisture content at the ear-forming period is a leading factor in determining yields and that consequently yields are improved by storing and retaining moisture.

Probably of all the tasks to which the experts of the Corn Investigations Office have put their hands there is none more interesting than cross breeding. In fact the success of the work of the Corn Investigations Office in originating and improving high-yielding strains of corn for different sections of the United States has been due to the utilization of the effects of acclimatization, cross breeding and selection. In the early days of the Corn Investigations Office there was attempted the cross breeding of all types obtainable but it is the later work in this line that is the more significant because of the first-generation crosses some were unusually productive, whereas others were indifferent and still others were poor producers. With the poor and indifferent crosses discarded there was entered upon that selection work which has meant so much to the corn trade.

The Chief of the Bureau of Plant Industry, U. S. Department of Agriculture, of which the Corn Investigations Office is a part has declared that in his estimation the proper harvesting and storing of corn is a matter of prime importance and consequently to this subject the Corn Office has devoted an increasing amount of attention during the past half dozen years. Corn raisers are told repeatedly and in the most emphatic manner that grain buyers would pay a better price if the general supply of corn reached them in a condition that would insure its preservation without drying and the resulting shrinkage. The Office is a consistent "rooter" for better cribs, especially double cribs, and corn men are told that the day is coming when all grain buyers and shippers are going to insist that the price of corn shall be governed by the moisture content of the corn. Similarly is the Office of Corn Investigations seeking to drive home to the trade the importance of well-ventilated cribs for pop corn.



STORING FIELD CORN



HUSKING CORN UNDER FEDERAL SUPERVISION

Taking Care of the "Cranky" Customer

Special Attention to the Wants of Individual Buyers Is the Best Protection of Business

By C. D. CRAIN, Jr.

NOT long ago a tailor who has been in the business of cutting up cloth for 30 years sighed as he looked up from his ledger, where he had been running over the lessening accounts of his former regular customers, and said, "Pretty soon we'll have left only the business of the cripples and the cranks."

The admission of the made-to-measure man that a great many people were able to get along without his individual service contained a suggestion that may be applicable to other fields. Few are seeking the trade of the "cripples"; on the other hand, there may be some advantage in looking into the status of the cranks. What about them?

There are cranks in nearly every business, and the grain trade is no exception to the general rule. Sometimes the crank is that way by nature, and can't help impressing those who deal with him with the fact that his grouch is in good working order. On the other hand, there are others who are frequently labeled "cranks" merely because their methods are nice, using that much-maligned word in its most restricted sense.

That sort of crank has a justification for his crankiness, for the general tendency in business is to do things "the easiest way." The man who makes a special effort to get everything just so, no matter how long it takes, is usually put down as a crank. And because he doesn't make the speed some others do, he is classed with the mental cripples, whereas he is merely a bit more particular than the average run of folks.

Of course, in this day when 100 per cent is the goal of every efficiency man, and when even 99.44 doesn't seem quite satisfactory, the man who is careful, but slow, doesn't get the applause that he once did. The heroes of the success stories of the last generation, by Horatio Alger, Jr., and the rest of his school, were always careful, substantial, even slow. Nowadays the requirements of success are snap, speed and dash. Accuracy is wanted, but rapidity of movement comes first. Perhaps a system of that kind wears out the human machine a little faster than the old one—but then, look how much more of life can be compressed into a few years than was possible away back in the nineteenth century!

But, getting back to the subjects of cranks and crankiness, as they affect the business of the grain man, it is not always well to decide that just because So-and-So is in the habit of complaining, he is an undesirable man to have on the books. Of course, nobody likes to have complaints; it is rather irritating to have to spend time in settling them, usually a profitless and disagreeable task. It is much nicer to have the business closed up without any kicks, and to assume that all of the grain being shipped out is hunky-dory and that everybody is satisfied.

As a matter of fact, however, it is unlikely in this world of care and trouble that any business, no matter how carefully run, is going to escape errors; and the cranks are useful, if for no other reason than that they call attention to the mistakes. Some buyers, who are just as exacting in their demands, are not cranky; but when the shipper makes a mistake, they promptly decide to do business elsewhere, so that the dealer is not even given the opportunity to reform in respect to the error committed in that particular case.

Inasmuch as some large concerns employ men and spend money for the purpose of studying the business critically and analytically, from the standpoint of the outsider who is looking for defects, rather than good points, it is evident that it is wise to seek the flaws in the business structure as well as the strong features. The latter

will take care of themselves; but it is the other things which escape notice, and may go right on killing business without being noticed, unless some of the cranks insist on calling them to the attention of the concern.

Not everybody can afford to have an efficiency man around all the time going over the plant, watching the methods used in shipping the grain, and looking over the shoulder of the bookkeeper who figures out the charges and credits. Hence if the occasional cranky customer is able to get the attention of the head of the house by rising up and storming because errors were made here or there in the handling of his business, he is really doing the company a favor, and is deserving of its thanks, provided always that the kick is based on a legitimate proposition.

Of course, there are some who are placed in the "crank" category who are merely kickers, and who kick on general principles, irrespective of the correctness of the complaint. They kick in the belief that they are getting their stuff for less, or are insuring better inspection by making a noise of this kind—or in some cases just because they like it. Cranks of this kind are like the baseball player who believes in "beefing" with the umpire, not because that dignitary has necessarily made a mistake, but to impress him with the danger of giving the other side the breaks on the close ones.

Then, too, there is the man who labors under the impression that he is one of the few honest men in the world, and who suspects the other fellow of always trying to put something over. Even in the grain business it pays to assume that your customers are endeavoring to give you an even break, until it is demonstrated that such is not the case. Doing business on this basis will at least make for a more pleasant atmosphere in your office, whereas the necessity of maintaining a continual attitude of suspicion is somewhat hard on the disposition.

But assuming that the so-called crank has merit in his complaint, and that "somebody blundered" in taking care of his business, the thing to do is not merely to adjust the proposition, as far as that transaction is concerned, but to study the question so that the whole machinery of the business can be arranged to eliminate the error thereafter. Experience is the best possible teacher, and complaints, unpleasant as they frequently are, form the most valuable part of the business man's book of experience. It is poor policy to throw this away, or to file it away where it will never be seen again; in short, to forget it, as the average man likes to do regarding the unpleasant features of his business. It is much more profitable in the long run to take the complaint apart, look over its component details, and determine whether or not there is likelihood, under the circumstances, of this particular mistake being made again.

Most successful businesses look to the outsider just like any others of the same kind. The writer has in mind a concern which failed for a quarter of a million not long ago; to him, and to many others (including several shrewd bankers) this house looked like Success, with a capital letter, and on that basis it was able to get practically unlimited credit. When the crash came, it was found to have been putting up a most impressive front, but to have nothing back of it except cool determination, some juggled statements and a few little things like that. The banks had been hypnotized into taking the appearance for the real thing.

The grain dealer who wants to be successful should realize, therefore, that this will consist not in having a good-looking office nor in maintaining a big organization; these are fine if they happen to

be appropriate to the business, but are not necessarily essential to a successful enterprise. It is the little things pertaining to the service given the customer that count, and hence seeing that the service is maintained is a good deal more important, in the long run, than merely providing the atmosphere, so to speak, of a successful establishment.

And right here it should be remembered that one of the most important things about the cranky customer is the fact that he is often made cranky by the peculiarities of his own customers. That is, grain is usually bought to be sold again. The buyer usually learns about the poor quality or at least the uneven quality of grain by the remarks of his own patrons, and he is acting as a transmitter for them to speak through when he voices those complaints to you. When you receive a complaint, therefore, it is not merely one buyer speaking, but perhaps many, depending on the size of that man's business. While it might be practicable to treat a single concern without much consideration, if the complaint appeared to be unreasonable, the fact that the customer is standing in front of several hundred "ultimate consumers," who in the end must be satisfied if your business is to remain on a permanently profitable basis, puts an entirely different face on the proposition.

Each complaint, it goes without saying, should be handled on its merits, sifted to the bottom, and settled as satisfactorily to all concerned as the facts will allow. Because a man has a reputation of being a "kicker," don't therefore assume that his kicks are without reason. Perhaps he is just enough smarter than his competitors to be able to determine when he isn't getting full measure in quality and quantity. Perhaps he has discovered something in your business that you ought to know. Perhaps he is doing you a favor in kicking at all.

Besides, the cranky customer, if he is cranky because he thinks he has reason to be, is going to respond to the sort of treatment which careful consideration of every complaint will insure. He is going to be made to feel that he isn't regarded as a crank, but as a friend of the house. And he is going to be made glad by the friendly, business-like way in which every kick, no matter how inconsequential, is taken care of and disposed of.

The house which can satisfy "the cripples and the cranks" ought to be good enough for anybody. If you can make pleased customers of those whom others pass up as confirmed cranks, you are assured of satisfying those whom it is easy to please. And the cranks, as a whole, are numerous enough to justify special attention.

ARBITRATION DECISION

The Arbitration Committee of the Grain Dealers' National Association recently decided a case in which the McCaull-Dinsmore Company of Minneapolis asked for an award of \$469.75 from the Urdike Elevator Company of Omaha. The case involved the market difference on three cars of No. 3 white oats which were sold last August as old oats, but which were inspected at Omaha as new oats. The defendants claim that they notified the Omaha office of plaintiffs that the first car received graded "new," but that office had no record of such notification.

In awarding the decision the Committee held as follows:

"The complainants state that their Sioux City office never received notification of the arrival of car No. 133342. The defendant gives in evidence no copy of the notification of the arrival of car 133342, claimed to have been sent the complainants on August 14, 1915.

"The complainants produce affidavits stating that all the oats graded new No. 3 white oats were grown in the year 1914 and on these base their claim that the oats should have graded old, and maintain that the defendants' failure to send, upon arrival, notification of the oats failing to grade according to contract, deprived them of the right of

reinspection and appeal; that if they had not been deprived of this right they could have shown the oats were old.

"The defendants maintain that the purchase of these oats was made subject to their postal card terms and subject to the rules of the Omaha Grain Exchange. Defendant's postal card bids state 'Grain of other grades apply on contract day unloaded at market difference between grades.' They state that there is nothing in Omaha rules to cause them to give notification of cars grading higher or lower than contract calls for and that it is customary under the Omaha rules to accept grain of lower grade at market difference.

"In rendering its decision this Committee wishes to call attention to defendant's letter of August 24, 1915, which says 'We notified your Sioux City office on the arrival of car No. 133342 inspecting new No. 3 white oats on August 14, 1915, and supposed you were notified in the regular way of the arrival of the other two cars. Not receiving any notice from them at that time this was not satisfactory, we naturally supposed you had shipped new oats on your contract to apply at market difference.' This letter would indicate that it is the custom of the defendant to send notification of the grading of grain on arrival.

"Rule 26, National Trade Rules, reads: 'It shall be the duty of the receiver, track buyer and distributors of grain on regular market terms to notify sellers of any failure to grade, so that they will receive such notice within 24 hours from date of inspection.'

"It is the opinion of this Committee that the evidence does not show these oats were purchased on postal card bids, that Rule 26 of the National Trade Rules was not complied with, that the oats were not handled in accordance with the custom prevailing at terminal markets, that they were not handled in accordance with the defendant's usual custom, and that the failure of the defendant to handle these shipments according to the usual customs did deprive the complainants of their rights to call reinspection and appeal, and thus caused complainants to suffer a loss of \$469.75.

"This Committee finds in favor of the complainants and directs that the defendant pay the complainants \$469.75 and also pay the costs of arbitration."

GOVERNMENT TO CONTROL AUSTRALIAN HARVEST

Prime Minister Hughes of the Australian Commonwealth not long ago announced the program for the Government control of the entire wheat crop of the country. The condition calls for extraordinary measures, for Australia last year had a crop failure of serious proportions; this year there is every prospect for a record crop, but the shipping situation is such that the marketing of the crop by private individuals would be so precarious as to demoralize the market. The farm price of wheat would be too low to yield a profit and the farmers could not stand a second year of reverses. Nor could the Government afford to allow such a condition in the face of the great expense it is under in financing its share of the imperial war burden.

Individual exporters could only afford to buy wheat to the extent of the tonnage actually allotted to them, so that the wheat movement under the usual marketing procedure would be delayed for months. It was to remedy this condition that the Government finally determined to take over the whole crop, the details of the plan being described by Mr. Hughes, as follows:

The Commonwealth and the respective state Governments to control the receiving, financing, shipping, and marketing of the whole of the wheat crop of the wheat exporting states in excess of seed and feed requirements.

Methods of Control: The internal state organization to carry out the responsibilities as outlined in the preceding paragraph, to be arranged by the respective state Governments co-operating with the interest concerned. A London board, representing commonwealth and states, is to be appointed, which is to have the co-operation of the London representatives of the principal Australian wheat buying firms. Government

agents are to be appointed to receive wheat on behalf of their respective Governments.

Agents' Duties: The Government agents to receive the wheat at various centers, to issue certificates, to store and safeguard it, to consign it to various shipping ports, to ship it, and throughout from reception of shipment to be responsible for the wheat, quality, and condition of the wheat. On receipt of the wheat the Government agent to issue a storage certificate showing quality and quantity of wheat delivered. Certificates only to be issued by firm's chief office in state. Quality to be stated in certificate. If inferior, value to be marked.

Advances to Farmers: Arrangements to be made for part payment to holders of certificates on the basis of 3/ per bushel f. o. b. at principal ports of shipment. The difference between the amount thus received and the average price received for all the wheat exported from the states less expenses, including interest, to be paid to the holders of certificates at the close of the season.

London Board: The selling to be entrusted to a London board. Selling commission and charges to be paid at the rate fixed. The returns from sales of each cargo to be credited to the exporting states. Deliveries of wheat under this scheme to cease on 30th September, 1916, and accounts to be paid up, and final payments to farmers to be made subsequent to sale

NEW STORAGE AT HUTCHINSON

There is a very strong tendency throughout the country for flour mills to increase their wheat storage capacity. The advantages of this step are too obvious to need explanation. Naturally the larger milling companies, which have made a more exact inquiry into efficiency methods, are leading the way for the smaller mills, which are following the lead as rapidly as their resources will permit.

Among these larger plants is the Hutchinson mill of the Larabee Milling Company. This mill has a daily capacity of 1,500 barrels of flour, which requires approximately 6,750 bushels of wheat. The storage facilities of the mill were inadequate to care for its requirements, so the company recently erected an elevator to supply the deficiency.

The elevator consists of 11 tanks and a work-house with a combined capacity of 550,000 bushels. The Finton Construction Company of St. Louis embodied in its design and construction the latest devices and most approved materials. The house



NEW LARABEE ELEVATOR, HUTCHINSON, KAN.

of the last shipment, probably not later than 30th November. As soon as possible after the sale of the last cargoes the Minister to ascertain the net average price realized for the whole of the wheat shipped by his state, and each farmer to be credited with this rate on the whole of the amount delivered to the Government agent. Provision is to be made for supplying millers with wheat sufficient for their requirements at a price to be approximately the London parity.

The control of the whole scheme is to be vested in a committee representing the Commonwealth of States, with an advisory board of exports.

These are the main principles of the scheme, which, I venture to believe, will commend itself to the producers and to the community in general. It has behind it the resources of the Commonwealth and the states. It is practicable. All the wheat buyers and millers are co-operating under it. They are satisfied it is a workable scheme, and are determined to make it a success. Under it every farmer will get a fair deal; and there will be no scramble; every producer who desires it will get an advance without waiting for his wheat to be shipped. And he will get at the end of the season every penny of the difference between that advance and the average price realized for the wheat exported from his state less expenses. The arrangement covers all sales of the new season's crop, and I, representing the Commonwealth as well as the responsible ministers of the respective states, appeal with confidence to all concerned to lend it their hearty support.

Arrangements have been made by the British Government to supply the necessary ocean tonnage for carrying the grain.

is absolutely fireproof, being of reinforced concrete throughout with wired glass, steel frame windows and steel and concrete doors. The basement is waterproof, as are the two tunnels, one running the entire length of the building and a cross tunnel connecting with the mill.

The machinery equipment of the elevator was furnished by the Great Western Manufacturing Company, Leavenworth, Kans., which also equipped the mill. The house has everything that goes to make a thoroughly first-class plant. The elevating equipment consists of two main legs with an approximate capacity of 4,000 bushels each. The power is derived from a 75-horsepower motor and the main drives are Manila rope transmission. The special machinery consists of a 5,000-bushel Eureka Compound Drive Elevator Separator, together with the necessary dust collectors; one 2,000-bushel hopper scale; one double power shovel; Great Western Friction Clutch; 15-car car puller; Great Western Security Ball Bearing Man-lift; 16-inch steel conveyors throughout, steel boxes, spouting, connections, etc. In short, the equipment fulfils every requirement of underwriters and operating management, leaving nothing to be desired in either respect. The completion of the plant puts the mill in position to buy wheat at best advantage.



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - - \$1.00 per Year
English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MARCH 15, 1916.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

ESTIMATES

THERE is a wide difference of opinion among experts as to the amount of wheat on farms on March 1. The Government estimate is 241,000,000 bushels; B. W. Snow says 223,000,000; Logan & Bryan 170,000,000, and Nicollet of Kansas City, 254,000,000. Whichever of these estimates is nearest, the fact remains that there is an unprecedented amount of wheat in this country as well as in Canada, India, and the Southern Hemisphere. At interior mills and elevators in this country there were on March 1, about 152,000,000 bushels of wheat, compared with 85,955,000 a year ago. This estimate does not include the visible supply at points of accumulation which on the same date was 63,553,000 bushels, as compared with 47,661,000 last year. Taking the Government estimates for the three classes the present amount of wheat in the country stands at 456,553,000 bushels.

Canada had a balance available for export of 264,173,200 bushels according to the Dominion Government, of this about 180,000,000 bushels remain. Our export balance on March 1 was 226,000,000 bushels; Argentina and Australia together have close to 200,000,000 bushels for export and India will have from 20 to 30 million.

Since the beginning of the season, 29 weeks up to February 22, Broomhall estimates that the importing countries have received 37,390,000 quarters or 299,120,000 bushels, and their requirements during the same period have been only 259,840,000 bushels, so that a considerable reserve has been acquired which is pretty well distributed between Great Britain, the continent of Europe and ex-Europe. Last year the deficit during the same period was almost as large as

the surplus imports this year. The statistical situation, therefore, points to a large carryover for wheat next season. The permanent effect of this upon the market will not be seen until the new crops are under way and an estimate made of their condition. In the meantime the market is necessarily nervous and somewhat bearish.

IMPROVING THE STRAIN IMPROVES THE GRAIN BUSINESS

THE series of articles on the work of the Agricultural Department, written by Waldon Fawcett and which have been appearing in this journal, are of first importance to grain dealers, as the results of the work of improving the quality and yield of grain will have direct bearing on the business of all engaged in the handling of grain. Smut prevention has been pretty well worked out and consists simply in crop rotation and treatment of seed with formaldehyde. If communities co-operate in these simple preventive measures smut can be entirely eliminated. The rust problem is far more difficult and the losses from rust are greater than from any other disease of grain. Particular attention has been directed to its control by breeding a rust resistant strain. In Minnesota such a strain of wheat has been successfully bred by crossing bluestem and Durum. The result is a wheat which is practically immune to rust and a good yielder. Unfortunately it is a poor wheat for the miller and baker so that before any seed is given out further crosses will be made to improve the flour quality and at the same time to retain its high yield and rustless characteristics. Perhaps five more years will be required to attain this end, but the progress so far made has been so encouraging that it is not a wild prediction to say that \$10,000,000 a year will soon be saved to wheat growers. This means proportionately added returns for the grain dealers. There is no work to which the grain dealers can more consistently lend their aid and encouragement than this.

AMERICAN SHIPPING

THERE is an incorporated society for the development of American Shipping. It includes in its membership some of the leading economists of the country who can have no personal axe to grind in the development of shipping, for they are not interested, financially, in commerce of any kind. In addition, of course, are the familiar names of many men interested in great commercial enterprises who have felt the material losses due to our inadequate facilities for promoting international trade. Among these are many grain dealers and flour millers.

When economic theorists and practical men of affairs can unite in a project, it speaks volumes for the real need and importance of the work in hand. But let it be understood at once that this society was not organized to promote or encourage the Government Shipping Bill of the present administration. On the other hand, it believes, as do so many others, that private enterprise would be ready and willing to invest in shipping if our national laws were changed so that it could be operated profitably

in competition with the merchant fleets of England, Japan, and Germany. Unless this change were brought about government ownership, under the best of management, would only be a continual drain on the country and would fail of its purpose. But there can be no question that something should be done to relieve the handicap of American exporters at this time. Grain shipments are taxed for about a fourth of their value, just to carry them to England, a tax wholly unjustified by the present risks of transportation, and due entirely to the scarcity of tonnage, so much of which has been withdrawn by foreign governments, leaving us, with our meager shipping, at the mercy of foreign owners. The answer seems to be the repeal or amendment of the Seamen's Bill.

NOTHING TO DO

APPARENTLY the manager of an elevator must have something of omniscience, omnipotence and omnipresence if he lives up to the requirements of F. O. Simonson, who is a director of the farmers' elevator at Vermillion. He names seven requirements: 1. "He must be able to tell at a glance whether a load of corn will grade 1, 2, 3, 4, or 5." 2. "He must give honest weights." 3. "He must understand the selling as well as the buying of grain." 4. "He must be able to answer the question whether there will be a rise or decline in the market." 5. "He must be an executive." 6. "He must be something of a carpenter." 7. "He must be an engineer." For these modest requirements he believes the manager should receive a fair salary as well as words of praise.

Given these characteristics, a pleasant disposition and the ability to make and keep friends, a manager ought to be fairly successful—if he has an even break in luck.

NATURAL SHRINKAGE

THE Interstate Commerce Commission last fall decided in the case of the A. B. Crouch Grain Company vs. the Santa Fe Railroad, that the carrier had a right to file with its grain rate schedule an arbitrary deduction from loss for natural shrinkage. That there is natural shrinkage in many cases is not denied, but on the other hand conditions may be such that grain will actually take on weight in transit or storage, therefore it is felt by the trade that an arbitrary deduction is unjust, and that every case should be decided on its merits.

To the end of obtaining a hearing before the Commission on this case and obtaining a reversal if possible, Edward P. Smith, counsel for the Omaha Grain Exchange, has filed a brief with the Commission on behalf of the Council of Grain Exchanges, in which the protest on a fixed deduction is based upon three points as follows:

(a) Because by that method, the carrier seeks to limit its liability, in violation of the Act to Regulate Commerce.

(b) Because it is in effect an arbitrary determination in advance by the carrier of a disputed question of fact.

(c) Because it amounts to the taking of property without due process of law, in violation of the provisions of the Federal Constitution.

All that the brief asks of the Commission is

that it shall not give approval of any schedule of deduction. This will leave the matter of shrinkage as it was before, a question of fact in each case.

THE EXPORT SPREAD

WE STILL hear complaints that exporters are making excessive profits on grain because the price at Liverpool is so much higher than in the markets of this country. In normal times the spread between Duluth or Fort William and Liverpool is from 15 to 20 cents. Now it is close to a dollar and the inference is made that the exporters are pocketing the difference. But the war has boosted rates, both transportation and insurance, to such an extent that the exporter is still working on the narrow margin as before, a margin which the uncertainties of the trade make rather dangerous. From Winnipeg to Liverpool transportation alone costs 80 cents a bushel at the present time. This cost is divided as follows: From Winnipeg to on board vessel or seaboard, 29½ cents; ocean freight 50½ cents a bushel. In addition to these charges must be added ordinary and war risk insurance and the commissions and profits. The latter item may or may not be present in the equation for the chances of loss have been increased many fold since the war began. To be sure when all circumstances work toward that end the profits are considerable, but when the risk is borne in mind the most violent demagogue would hardly be content with less.

FREE STORAGE

FREE storage of grain has been agitating the various interests in Minnesota for some time. Recently the question was submitted to the Railway and Warehouse Commission and a hearing was held before that body at which all the interests in the dispute were represented. The independent elevators and line houses demanded a uniform storage rate, the Equity Co-operative Elevators wanted free storage, and the millers were divided.

The Equity spokesman expressed his belief that it was only another device for extracting further tribute from the farmers. This is the viewpoint of extreme prejudice and should receive as much attention as it deserves, and no more. As a matter of fact an elevator's bin room and ability to handle all grain as received is its chief asset. When its bins are filled it can no longer give service. Its earning capacity ceases and it not only has to pay interest on its unproductive plant, but assumes, under certain conditions, legal responsibilities which may be very expensive.

Clifford V. Cox, attorney for the Western Grain Dealers' Association, recently reviewed the liability of a warehouseman in regard to stored wheat in Iowa, concluding as follows:

From a consideration of the foregoing opinions it would seem to be the law of Iowa that where one undertakes to store grain and agrees to return either the same grain or grain of like quantity and quality upon demand, and his agreement goes no further, it would constitute a bailment; and the grain dealer so storing said grain would only be liable in case the grain was destroyed through his negligence. If it were destroyed through the negligence of a third person, as by a railroad company

communicating sparks to the elevator, and he could prove that fact, he would not be liable, but the railway company would.

On the other hand, if the custom, or contract, under which the grain was stored, gave to the grain dealer the right to dispose of the grain and account for its money value at the market price, upon demand, the transaction would, in my opinion, constitute a sale from the time that the grain was stored, and the grain dealer would be liable, if the same were destroyed by fire, for the value of the grain at the purchase price thereof, because the grain would be his and not the person's who stored it.

These and other legal and economic considerations seem to show that an elevator is entitled to a fair remuneration for storage and that in justice to all the practice and rate should be uniform throughout a commonwealth.

THE CAR SHORTAGE

THE congestion at all eastern railroad terminals and the shortage of cars throughout the country has been the occasion for many meetings, discussions and conferences during the past month. Individual and associated shippers, the National Industrial Traffic League, the American Railway Association and the Interstate Commerce Commission have all been parties to these discourses, and out of it all we can glimpse a few of the main factors in the situation. First, the shortage of ocean tonnage, which is induced by the withdrawal of many ships for foreign government service and by delays in unloading due to labor shortage at British and European ports; second, the practice by Eastern houses of buying from the West regardless of their ability or inability to handle shipments upon arrival; third, the use of thousands of cars for storage purposes, many of the cars having been detained, loaded, in Eastern yards for months; the reloading of released cars at Chicago or points east, so that Western roads get no relief from what car movement there may be, with a consequent stripping of the Western railroads of their box car equipment. It is hinted at New York that the railroads are encouraging the congestion so that the situation will become so bad that they will be given permanent relief from the practice of using railroad equipment for storage purposes, but this suggestion is hardly thinkable in the face of the losses all the roads are sustaining from enforced idle equipment. On March 1, the railroads were 21,000 cars short of the business demands of the country, the first shortage on March 1 since 1907.

Various measures of relief have been suggested. The railroads have readvanced four propositions which were proposed last November by the American Railway Association:

1. Substantially reduce free time on export business.
2. Make storage charges on freight in railroad warehouses after 48 hours of free time enough to stimulate the moving of goods so as to relieve such warehouses.
3. Make demurrage charges after 48 hours free time, \$1 for the first three days, \$3 for the next three days, \$5 per day thereafter.
4. Annul the average demurrage agreement.

This proposition has received scant encouragement from shippers and indeed is wholly unjust to them, as they would be required to pay excessive charges for a condition for which they are in no wise responsible.

Under date of March 9, 1916, the National Industrial Traffic League reaffirms its resolution passed November last to the effect that all shippers be urged to make all effort to promptly release the equipment of the carriers; to load cars as near capacity as possible; and that railroad companies be urged to move all freight cars with dispatch. The American Railway Association has recommended:

First, that the Eastern railroads shall make a strong effort in good faith to return box cars west-bound in excess of at least 20 per cent above what they receive from their Western connections.

Second, that the Western railroads make a strong effort to discourage the loading to the Atlantic seaboard and New England of commodities of a character which it is apparent cannot be readily and promptly disposed of.

Third, that shippers in the East be urged to refrain from ordering freight in excess of their ability to promptly unload.

These suggestions will relieve the situation if it does not cure it, and every shipper is urged to do his bit in respect to the cars that he handles. Apparently time alone will effect any large measure of betterment of conditions.

GRAIN GRADES ACT IN DANGER

THE grave international questions which confront the nation are liable to occupy so closely the attention of Congress that bills affecting the internal economy of the country will have but scant attention unless pressure is brought to bear. Congress will probably not consider any legislation for which there does not appear crying need. It is the pre-election session and political considerations have, from time immemorial, made it the do-nothing session. If the new grain bill known as the Rubey Bill, H. R. 10405 in the House and the Gore Bill, S. 2407, in the upper body, is to have any consideration it will only be upon the energetic demand of the country at large.

Secretary Quinn has issued a letter to the trade, quoting A. E. Reynolds, chairman of the Legislative Committee of the Grain Dealers' National Association, in part as follows:

Rumors are afloat in Washington to the effect that the enemies of Government supervision are doing everything in their power to prevent action on the grain grading bill.

It is believed that these opponents of supervision will direct their efforts especially toward blocking action in the Senate.

They are taking advantage of every chance to sidetrack the supervision bills, and they will succeed if you do not come to the aid of the Association.

Considering the tremendous issues which are involved for the grain trade, it is a little thing to ask each member to write his senators and congressman, urging immediate action and pointing out the importance of the bill and the vast number of people who will be directly or indirectly benefited by it. One letter to a senator does not have much influence, but a deluge of letters makes him sit up and take notice. There can be no deluge unless everyone does his share. This is most important and should have immediate attention or it will be too late. Concentrate your influence and write now. Show your senator that the grain trade is in earnest about this. Your letter may be the deciding factor in arousing his interest in the bill. It is your individual responsibility; be loyal enough to accept it.

EDITORIAL
MENTION

Cars! Cars!! Cars!!!

If the March lion hasn't scared the lamb to death, perhaps we can expect some good spring weather.

If patrons neglect testing their seed this year, dealers will have less grain to handle. Organize a seed testing campaign in your neighborhood.

Many farmers who are organizing to control the grain supply of the nation, are much agitated over the Yucatan sisal monopoly. The pot calling the kettle black.

With prospect of 15 to 20-cent cotton next summer, diversified farming in the South is in for a hard test. The war babies are not all in the Wall Street Orphan Asylum.

A sale of 4,000 tons of California alfalfa and grain hay was recently made in Europe. This is a war order, but Western dealers are hopeful that the market may become permanent.

In spite of the researches of Dr. Ladd of North Dakota, who declares that no grade wheat is more profitable to mill than No. 1, there will still be the same little old discount.

A man from Prophetstown, Ill., recently lost \$20,000 in trying to beat the wheat market. He ought to move over to Delphi, Ind. Perhaps the oracle would treat him better than the prophet.

The grain bag situation in the Pacific Northwest promises to be more acute this summer than ever before. It looks like a season of unparalleled elevator construction. This is the logical solution of the difficulty.

The seed dealer this year will not worry over "Can I get the price?" but rather, "Can I get the seed at any price?" Growers of all soil products from wheat to hollyhocks may expect to pay well for guaranteed seed.

Now that we have all received our free seeds from generous congressmen, we can again turn our attention to such inconsiderable trifles as the car shortage, deterioration of the moist grain and the international situation.

Kansas state inspection has proved so profitable that George B. Ross, inspector, on March 1, reduced the fees from 65 to 60 cents per car. January receipts by the state grain inspection department were \$13,369.50, an increase of nearly \$10,000 over the corresponding month last year.

Co-operative houses of Kansas are planning to take memberships in the exchanges at Hutchinson and Kansas City. This will be an educational experience, for the farmers will learn that the path of a commission merchant is not always strewn with roses, and that many of the grievances that the shippers imagine they have, are due to conditions which cannot be controlled

or avoided. They will also find that the commission rate is so low that liberties cannot be taken with it lest the margin of safety be overstepped.

A seat on a grain exchange is "property" and subject to taxation, according to a recent decision of the Supreme Court. It may be property, but it is not always productive property. Perhaps it is classed with the luxuries.

Speaking of seed: the germination in many varieties is unusually low this year, oats, corn, and wheat all having suffered from the wet harvest and cold. The grower who plants seed of any kind without testing the germination is laying himself open to actual loss on his crop from this cause alone.

The Canadian Government, according to newspaper dispatches, intends to create a new department which will have supervision of the Canada Grain Act and also all questions of marketing and transporting the crop, including rail, lake and ocean freights. Perhaps Canada needs it, but Heaven preserve us.

The waste corn husks have found a market, according to John H. Page, commissioner of mines, manufactures and agriculture of Arkansas. They are to be used for "makin's" by a cigarette manufacturer. Probably alfalfa will be used as a filler and the finished product be passed upon by the dairy and food commissioners.

The labor scarcity on Canadian farms is to be met by an extensive advertising propaganda in this country. Just at present there is not a great deal of idle labor, except for those who are chronically indisposed toward work. If these latter could be corralled, enticed or persuaded into Canada, the U. S. would be under lasting obligation.

A farm management specialist, E. W. Peck, of Minnesota, declares that it takes 12 bushels of wheat to the acre, 30 bushels of corn, 34 bushels of oats and 19 bushels of barley to cover the cost of raising. Not until those amounts are passed does a farmer receive any profit on his crop. At this rate not much more than half the farms in the country are profitable.

The Panama Canal falls like a black cloud upon the rosy dreams of some of those interested in transcontinental railroading in Canada. In competition with the \$19 per ton railroad rate from coast to coast ships can earn a profit of \$4.40 per ton. When western Canada is thickly populated the canal specter will diminish. Canada should recall the pessimism in many circles when the U. P. struck into the buffalo ranges west of Kansas City.

Dust explosions in elevators, mills, etc., in the last 10 years have cost the lives of 80 men, injuries to 125 and more than \$2,000,000 in property. The Government is spending thousands of dollars in investigating dust explosions, and yet the losses from this cause are small compared to those from overheated stoves. There is no Government bureau to investigate overheated stoves because it is assumed that they can be recognized at sight and care taken

to prevent accident, but the appalling list of destructive fires from this carelessness each month shows that the assumption is not well founded. Look over your heating apparatus occasionally and save losses.

North Dakota railroads are fighting to the Supreme Court the decision of the Tax Commissioners, upheld by the state courts, that railroad property, leased for local enterprises, is subject to local taxation in addition to the state tax. The property produces an income to the railroads over and above that of mere right of way upon which the state collects a tax, so that local taxes seem fair enough.

Lake shippers may expect high rates during the coming season if present signs do not fail. Some of the iron ore firms are offering contracts for five years at rates 15 cents above the 1915 charge. A large grain tonnage is contracted for the opening trip from the head of the lake, but many of the contracts provide for delivery at Erie or Fairport if the elevators at Buffalo are so congested as to delay unloading.

Broomhall believes that grain shipments for the first 13 weeks of the harvest year bear out his original estimate of 450,000,000 bushels required by importing countries. During this period 114,000,000 bushels have been shipped. He predicts that American exporters will have to make all their hay in the next four months. After that Argentine, Australia and India will have a place in the sun.

The Chicago Board of Trade members are enclosing a card with their correspondence having the following legend:

HELP BUSINESS

Business requires freight cars to move business. Release freight cars immediately, regardless of the free time limit, and insist that the railroad move them promptly. This will help the car supply and help you.

The congestion at the ports can hardly be avoided as it is dependent on extraordinary shipping conditions and a large share of the car shortage is due to this cause. But a very material relief could be had if everybody, shipper and carrier alike, would heed the above advice. This means you, Mr. Shipper, and applies to every car you handle.

If you have an old atlas or geography, say of 40 years ago, compare the area marked "Great American Desert" with that on a modern map. There is a difference. Alfalfa, sorghum, even wheat and corn are crowding the sage and cactus; almost uninhabited tank towns have become prosperous shipping points; and the shadow of barren buttes falls on waving fields of grain instead of on thirsty alkali. And yet the entire cultivated area of the country is no larger than the combined area of eight of the Western states. The rest of the land, over half of the country, is idle and held so for speculative purposes. Tenant farming, inflated land values and all the attendant problems will never be settled until this idle land is forced into use by taxing it on the same basis as improved property. When this is done there will be more grain and at greater profit to the farmer even if prices rule lower.



C. M. WOODWARD
Kansas City.

NEWS OF THE TERMINAL MARKETS



W. M. BELL
Milwaukee.

COMMISSION IS ADVANCED

An amendment to the rules of the Milwaukee Chamber of Commerce has been adopted advancing the commission for receiving and selling to $\frac{3}{4}$ cent a bushel.

LARGE RECEIPTS

The receipts of wheat at Wichita, Kan., broke all records for the month of February when 1,582 cars were received. Total receipts of grain for the month were 1,780 cars.

EXCHANGE IS INCORPORATED

The Little Rock Grain Exchange of Little Rock, Ark., has been incorporated by F. K. Darrah, Geo. E. Cunningham, J. F. Weinman, C. E. Hayes, S. P. Davis, C. E. Munn, Dan Daniel and H. K. Cochran. The Exchange will maintain headquarters in the Board of Commerce Building and be affiliated with the Board of Commerce.

BUSINESS REQUIRES MORE ROOM

The Board of Directors of the Minneapolis Chamber of Commerce are working on a plan to enlarge the present trading room, the aisles having become so crowded with traders as to make movement about somewhat difficult. The plan is to extend eastward a distance of 50 feet the wing of the building in which the trading floor is located.

NO NEW EXPORT BUSINESS

"Unsettled political situation and congestion at seaboard is preventing new export business in wheat. For the present a good trading market is expected. Sentiment is becoming very friendly to corn, and oats appear in a fairly healthy condition. While supply is large price discounts a great deal."—James E. Bennett & Co., Chicago, Letter of March 11.

INSPECTION FEE REDUCED

George B. Ross, chief grain inspector of Kansas, has announced that the rate charged for the inspection of grain in Kansas will be 60 cents per car instead of 65 cents as formerly. The fees last year exceeded the expenses of the department by a considerable sum and the reduction was made in order to keep expenses and receipts more nearly together.

NEW OFFICERS AT CINCINNATI

The directors of the Grain and Hay Exchange of the Cincinnati Chamber of Commerce have elected the following officers: President, E. A. Fitzgerald; vice-president, Alfred Gowling; secretary-treasurer, C. S. Custer.

The following are chairmen of committees: E. E. Terrell, Membership; H. M. Brouse, Trade Rules; C. S. Custer, Transportation; B. H. Wess, Promotion of Business; W. R. McQuillan, Rules and Grades; Alfred Gowling, Entertainment.

CONDITIONS AT NEW YORK

L. W. Forbell & Co., of New York City, say, March 13: "In our opinion, there has been no improvement in the railroad situation as it affects the port of New York, nor do we expect that normal conditions will prevail for many months. Temporary relief will be afforded by the occasional lifting of embargoes for brief periods only. Assuming that our views regarding the situation are correct, spot prices in this market should gradually work to a fair premium and remain so for an indefinite pe-

riod, or at least until supplies can be obtained via lake and canal. The export demand is only moderate and mainly for forward loading."

PITTSBURGH RECEIPTS

The last week in February the largest receipts of grain were reported by the Pittsburgh Grain and Hay Exchange for any one week in its history. There were a total of 310 cars of grain received.

"THE PLAY'S THE THING"

The grain trade has produced an artist and a poet, and, besides all that, there is something new under the sun. Mention has been made in these columns of the literary work of Miss Alice Gerstenberg of Chicago. Miss Gerstenberg is the daughter of Erich Gerstenberg of the grain firm of Gerstenberg & Co., which embraces in its membership



MISS ALICE GERSTENBERG

Uncle 'Dolph Gerstenberg, also an author of distinctive achievements, for his contributions to the literature of the grain trade while holding the office of chairman of the Arbitration Committee of the Grain Dealers National Association, are now regarded as classics.

Miss Gerstenberg's latest work, which has been most favorably received, is a short play called "Overtones," given the past two weeks at the Palace Theater with Miss Helene Lackaye in the principal role, supported by capable assistants. In the "Autocrat of the Breakfast Table" Doctor Holmes discourses very entertainingly of John's John, John's Ideal John and the Real John, three distinct personalities in one individual. The Real John represented that state of the soul which is known only to one's maker.

In Miss Gerstenberg's play we are taken behind the scenes, so to speak, of the mental processes of the characters, and made acquainted with the real thoughts and motives of the actors before us. This is accomplished by double characters, the "overtones," dark robed, ghost-like shadows, mysterious influences of truth, struggling to impose their will upon the minds of the speakers and succeeding in lifting the sombre veils behind which lay hidden so many little meannesses, spiteful jealousies and the terrible ennui of empty hearts. As far as we are concerned we prefer to have our overtones

suppressed, being unwilling to lay bare to the general public the fact that we have lied and cheated, and by cruelties and unkindnesses have hastened the death of those who loved us, or that, when opportunity offered, we have not hesitated to plunder the wretched.

Miss Gerstenberg's play is a conception of much merit, well written, and its popularity was so great as to prolong its performance to twice the length of its original engagement.

INDIANA PUBLIC ELEVATOR

The Indiana Public Elevator Company has been formed to build a public elevator at Indianapolis, Ind. A site has been purchased on the east side of the Belt Railway on which a 500,000-bushel grain elevator will be erected with a handling capacity of 200 cars daily. Those interested in the project claim it will be of great benefit to the grain men of the Indianapolis market and the outlying territory as well as to the bankers of the city and the railroads of the state.

WHEAT AND CORN

E. W. Wagner & Co., Chicago, in a letter of March 13, say: "The wheat outlook embraces superabundant United States old crop supplies, a poor crop start in half the winter wheat belt, continued comparatively slow movement of the Australian and Argentine record supplies, small supplies in western Europe.

"Corn reserves are above expectation but Iowa short supply conditions and high priced hogs continue as influences."

NEW EXCHANGE

The organization of the Atlanta Commercial Exchange has been completed with E. P. McBurney, president; Clyde King, first vice-president; W. L. Fain, second vice-president; A. P. Cole, third vice-president; F. E. Taylor, secretary, and H. E. Watkins, treasurer.

The directors include T. J. Brooke, Joseph Gregg, Clyde King, S. A. Carter, F. M. Inman, J. R. Ellis, J. H. Taylor, Robt. Smythe, G. C. Spier, William Butler, E. P. McBurney, R. R. Lamar, F. W. McKee, E. C. Powder and Lee Ashcraft.

TREND OF WHEAT PRICE

During the past month the wheat market has had a severe decline from the high levels reached in January, the result of an over extended speculative interest in the market. The gradual increase in the exports from the Southern Hemisphere attracted attention to the possibility of a release of the 200,000,000 surplus held by Argentine and Australia. On the decline the most momentous incident of the war developed in the foreign relations of this country, which served to unsettle stability in prices. If the Southern countries can ship their wheat the demand upon this country will be greatly reduced from expectations. Of course there will always be some exports for the price will meet the competition. Until this week the outlook for a large movement from the South was not very promising, but the determination of the English Government to force rigid economy among its people is expressed in the inhibition of the imports of articles of luxury, including such things as furniture, dress finery, fruits, and limiting the amount of essentials that may be entered. The announced policy is to force thrift, and to release shipping for war munitions and foods, which means that the way will be cleared

for carrying the grain of the southern hemisphere. The outlook for enlargement of our exports is not promising, and with a visible and farm reserves 84,000,000 bushels larger than this time last year, the market is apt to be a slow affair.—Clement, Curtis & Co., Chicago, March letter.

WATCH FOR SPANISH RED LETTER

They have thatched cottages in Cuba, goats and babies. A picture post card attesting this statement comes from Fred Mayer of the *Red Letter*, Toledo, who has been sojourning there for two weeks investigating the restful grain conditions of the country. Speaking of goats, a well known Spanish proverb says: "A woman, a goose and a goat are bad things lean."

A LARGE MERGER

A proposed merger of three great farmers grain companies of western Canada is on foot, which will make the greatest grain handling company in North America. It involves the Grain Growers' Grain Company, Ltd., of Manitoba, the Co-operative Elevators Company, of Saskatchewan, and the United Farmers' Company, of Alberta. Besides engaging in the grain business these companies handle agricultural implements, lumber, coal and vehicles, which are bought at factory prices in large lots and distributed among the members.

OUR WHEAT SUPPLIES RECORD BREAKERS

United States has eighty-five millions more than the previous record. Supplies exceed last year by 171 millions. Price much lower than last year but higher than usual. We can abandon four million acres of winter wheat and still produce five hundred millions. Add two hundred and fifty millions, an average spring wheat crop, and crop would total 750 millions. That was considered a large crop before the war. Carry-over promises largest on record. Prices usually gain during April and May, but war has upset history. March usually smiles on the bears.—C. A. King & Co., Toledo, Ohio, Letter March 11.

CHANGES IN MEMBERSHIP

Baltimore.—The following were elected to membership in the Chamber of Commerce: Thomas A. Marshall, Geo. R. Gaither Smith, Walter S. Franklin, Jr., Jas. Stuart Lowry, John C. Hall, F. H. Longfellow and M. Oldham Lewis. The memberships of Jacob W. Slagle, Lawrence B. Burford, H. A. Haines, Wm. J. Sheckells, deceased, C. C. Buckman, Wm. E. Jones and Cephas M. Lewis, deceased, were transferred. Reported by Secretary Jas. B. Hessong.

Chicago.—Memberships on the Board of Trade have been granted to: Edw. W. Bucken, Chas. Rockwell, Marcus Hager, Lee W. Pardridge, O. C. Wetmore, Wm. B. Stowers, Bert A. Davis, Chas. C. Renshaw, John W. Barrell, Wm. B. Anderson and Arthur W. Jordan. The memberships of the following have been transferred: George G. Parker, M. Stephenson, Ira C. Ketcham, Jno. M. Tessborch, Jos. G. Snyder, Sam'l C. Scotten, John J. Sullivan, Jas. C. Dougall, Page Chapman, Sam'l G. Payne and Henry H. Norcross. Reported by Secretary J. C. F. Merrill.

Kansas City.—D. C. Bishop has been admitted to membership on the Board of Trade on transfer from C. E. Waldron. Reported by Secretary E. D. Bigelow.

Memphis.—The Halliday Elevator Company, Cairo, Ill., and J. W. Jefferson, Jr., representative of the Bluff City Grain Company, were admitted to membership in the Merchants Exchange. Reported by Secretary N. S. Graves.

Milwaukee.—Membership on the Chamber of Commerce has been granted to Richard C. Jones of the Rinto Elevator Company and the membership of Clarence W. Hull has been transferred. Reported by Secretary H. A. Plumb.

Peoria.—The membership of Sam'l Woolner, deceased, has been transferred to Seymour Woolner and that of Wm. F. Bryan to James H. Hamilton, grain merchant. Reported by Secretary John F. Lofgren.

A FIRM WITH MANY FRIENDS

In the seven years since its organization the Mutual Grain Company, of Indianapolis, has added a long list to the many friends which the two members brought with them to the enterprise. William Wykle and Jesse Simpson both had a wide experience in the grain trade and when they formed the Mutual Grain Company in 1909 in addition to their friends they brought to the present commission and brokerage business a wide knowledge of the trade and a high reputation for integrity and careful management.

Mr. Simpson had been manager of the farmers' elevator at Danvers, Ill., for 10 years and had an enviable reputation among the farmers' managers throughout the state. He has always been a strong advocate of co-operation and is as successful in applying its principles as a commission merchant as he was as a shipper.

The flour end of the business has Lew Hill to make its sales. Mr. Hill has 15 years' experience



JESSE SIMPSON

in grain and flour back of him and many pals in both trades. Walter J. Kemp, who has been with the firm for a year, looks after the grain buying in Indiana and Illinois. He has a wide acquaintance and a happy faculty of making friends. The firm is at home at 622 Board of Trade Building, where the latchstring is always out and a hearty welcome ready for everyone.

AN OPINION ON CORN

An opinion on the corn situation is given by J. P. Griffin & Co. of Chicago, in letter of March 9. After finding that the farm reserve showing is bullish, the company states:

"There are two features to the corn situation, however, which, it seems to us, have been entirely lost sight of by the trade in general. First, we refer to the sensational advance in the price of hogs, which are today being quoted in Chicago market at 9¾ to 10 cents per pound. With corn around 75 cents in Chicago, and lower on the Western farm, the margin of feeding profit is enormous. The present parity cannot continue to exist, for the reason that the feeding operation is so profitable the farmer will feed vastly more corn and market less.

"The second feature, which is pronouncedly bullish, in our estimation, is the enormous industrial demand. The present grind of corn by the leading manufacturing interests, namely, glucose, starch, distillation and hominy, is in round figures 500,000 bushels daily, or 15,000,000 bushels per month, against a normal grind of 225,000 bushels daily, or about 7,000,000 bushels per month. Even with this tremendous grind, these industries are unable to

meet the demand. As an illustration of the unprecedented demand for corn products, we might mention corn oil, which at present is quoted around 11 cents a pound, against a normal price of 4 to 5 cents per pound.

"We expect to see the stocks at market centers entirely disappear before the first of May, and to us it seems certain that until after the spring work is out of the way it will be almost impossible to satisfy the manufacturing and consumptive demand of the country."

TERMINAL NOTES

W. A. Lamson of Lamson Bros. & Co., Chicago, left March 10 for a short vacation in Florida.

O. H. Paddock of the Paddock-Hodge Company, Toledo, is spending a few days in business in Chicago.

J. C. Shaffer & Co., of Chicago, have opened an office at Rochelle, Ill., with S. J. Kennedy as manager.

The Laser Grain Company, of Clarksville, Ark., is reported as contemplating removal to Memphis, Tenn.

The Merchants' Hay & Grain Company, of Indianapolis, Ind., recently filed a final certificate of dissolution.

John W. Braffett has been transferred from the Chicago office of Armour Grain Company to the New York office.

Frank P. Logan has been appointed manager at Kansas City, Mo., of the branch office of King, Farum & Co., of Chicago, Ill.

G. E. Linder is managing a grain business recently established at Cincinnati, Ohio, by the milling firm of J. Dorsel & Co.

A. T. Martin of Bartlett, Frazier Company, Chicago, has returned to business after a short vacation and rest at Asheville, N. C.

The Spokane Grain Company, with head offices in Seattle, Wash., has established its principal Yakima office in North Yakima, Wash.

C. H. Canby, head of C. H. Canby & Co., of Chicago, and late president of the Chicago Board of Trade, is spending a few weeks in Jamaica.

The firm of Paul, Robson & Co., has been established at New York to represent the grain firm of Ross T. Smythe & Company of Liverpool, England.

James T. Hickman, former grain merchant of Duluth, Minn., has opened an office at Winnipeg, Man., and will represent the R. B. McLean Company, of Saskatoon.

The Simonds-Shields Grain Company of Kansas City, Mo., now has the private wire of Bartlett, Frazier Company of Chicago, and has placed Robert B. Long in charge.

The Halliday Milling Company, of Cairo, Ill., has taken out a membership in the Merchants' Exchange of Memphis, Tenn., and established J. P. Mayes as agent at that point.

Finley Barrell & Co., of Chicago, Ill., have made the announcement that John W. Barrell, L. Montefiore Stein and William B. Anderson have been admitted as general partners in the firm.

Senator Thomas Pryor Gore, of Oklahoma, was the speaker on March 9 at the March assembly of the Boston Chamber of Commerce. His subject was: "A Nonpartisan Tariff Commission."

The Russell Grain Company, of Kansas City, Mo., has been reorganized with James N. Russell, president and manager; Mrs. Elizabeth B. Russell, secretary, and Bert Sheldon, treasurer.

H. W. Hellier, recent manager at Duluth, Minn., for Lamb, McGregor & Company, of Minneapolis, Minn., is now manager of the Duluth branch of Hagen Berg Company, of Minneapolis.

The annual midwinter dinner of the Boston Flour and Grain Club was held at Youngs Hotel, Boston, Mass., on February 25. About 150 members and guests were present. The officers are: Henry B. Thompson, president; J. Karcher, Jr., vice-presi-

dent, and Elmer E. Dawson, secretary and treasurer.

W. M. Randels is president, M. C. McCafferty is vice-president and B. U. Fenquay is secretary and treasurer of a new Board of Trade at Enid, Okla.

A. B. Traedor, formerly with Benson-Newhouse-Stabeck Company at Duluth, Minn., has accepted a similar position with Lamb, McGregor & Company.

Wallace M. Bell of the cash grain firm of W. M. Bell & Co., of Milwaukee, Wis., was one of the principal speakers at the recent annual beefsteak dinner of the Milwaukee Athletic Club.

The friends of H. D. Waters of Buffalo, who was taken ill on his way south, recently, will be pleased to learn that he is improving at the hospital at Baltimore where he was taken a fortnight ago.

According to L. G. Graff, president of the Philadelphia Commercial Exchange, there is less grain facilities in that market than in 20 years on account of lack of cars furnished by the railroads.

W. J. Ray, of Colo, Iowa, formerly secretary of the Farmers Grain Dealers Association of Iowa, has been representing in Iowa, since March 1, the cash grain department of Clement, Curtis & Co., of Chicago.

The Orthwein-Matchette Grain Company, of Kansas City, Mo., has added a cash grain department to its business. Cort Addison, formerly with Logan Bros. Grain Company, is manager of the department.

Raymond C. Rose has severed his connections with the grain firm of J. F. Hammers & Company of Boston, Mass. Mr. Rose formerly represented the Boston firm on the New York Produce Exchange.

The receipts of grain at the Omaha market totaled 807 cars on Monday, February 14, being four more cars than were received on December 27, 1915, when the receipts were the largest in the history of the Omaha Exchange.

J. A. Schmitz, assistant weighmaster of the Chicago Board of Trade, addressed the Dairy and Food Commission of Iowa on March 8 at the Capitol Building, Des Moines, on the subject, "Scales, Their Testing and Care."

The Carter Commission Company, of St. Louis, Mo., an old established grain commission firm, has incorporated for the purpose of changing the business from a partnership to a corporation. The capital stock is \$100,000.

The Farabee-Hammer Company of Memphis, Tenn., has been organized to carry on a general commission business. Mr. Farabee and Mr. Hammer were formerly with the Roberts & Hamner Grain Company of Memphis.

The J. H. Teasdale Commission Company has purchased the Central B Elevator at St. Louis, Mo., owned by the United Elevator and Grain Company. The elevator has a capacity of 600,000 bushels and possession will be given on July 1.

D. R. Brooks and O. E. Bedell, members of the Wichita Board of Trade of Wichita, Kan., have formed a partnership to engage in the grain business at the Wichita market with headquarters in Room 309 of the Sedgwick Building.

The National Hay & Grain Company of Evansville, Ind., has been incorporated with a capital stock of \$10,000 to carry on a general hay and grain business. The incorporators are Edward F. Goeke, Emil V. Goeke and Edward G. Goeke.

By a recent vote of the membership the Chicago Board of Trade advanced the commission rates for 1,000 bushel lots of wheat, corn and oats for future delivery to \$2.50. The advance was said to be justified by the increased cost of handling the business.

Edwards & Loomis Company, of Chicago, have consolidated with the Hales Elevator Company, the new organization to be known as the Hales & Edwards Company, with general offices at 337 South La Salle Street, Chicago. The officers of the company are: G. W. Hales, president; S. T. Edwards, vice-president; G. M. Merchant, treasurer, and C.

W. Hohenadel, secretary. The company's new 1,000,000-bushel elevator at Riverdale, Chicago, is about completed, and the company also operates a large elevator at Minneapolis, Minn. The company will continue a general shipping business and also manufacture the old Edwards & Loomis Co. line of feeds.

Kenneth G. Irons of the Vanderslice-Lynds Grain Company of Kansas City, Mo., has purchased the membership of H. H. Steele, deceased, for a consideration of \$5,500 and has made application for membership in the Kansas City Board of Trade.

The Leopold-Hoese Grain Company, of Sioux City, Iowa, has opened general offices at Omaha, Neb., where it will carry on a general cash grain business. Joseph Leopold and Frank Todd have charge of the Omaha offices and W. H. Moore, the Sioux City offices.

W. F. McCullough of the McCullough Grain Company of Wichita, Kan., Professor L. A. Fitz of the Kansas State Agricultural College at Manhattan, Kan., and E. L. Betton of Kansas City, Kan., compose the committee appointed by the Kansas Civil Service Commission to examine applicants for positions in the Kansas Grain Inspection Department.

Clement, Curtis & Co., of Chicago, have enlarged their quarters in the Rookery Building by taking over part of the space formerly occupied by the La Salle Street National Bank, fronting on the rotunda and also on Quincy street. Frederick C. Aldrich, who retired from Finley Barrell & Co., at

since the destruction of the Sioux City terminal elevator by fire, elevator facilities there have been limited to storage houses of private milling concerns.

It is reported that the business men of Wichita, Kan., are back of a proposition to build a large elevator at that market. The elevator will have a storage capacity of 1,000,000 bushels and a handling capacity of 100 cars daily, with equipment of all latest machinery for cleaning and drying grain.

OMAHA HAY MARKET

The committee appointed last month to investigate organization methods for a hay exchange at Omaha, on March 1 invited C. D. Carlisle of Kansas City to meet with the Commercial Club at a banquet and to explain the workings of the Kansas City organization. Mr. Carlisle accepted the invitation and explained fully the methods in use at the greatest American hay market. Many questions were asked concerning details of organization and practice and it is probable that the Omaha Hay Exchange will be modeled on that of Kansas City, which, indeed, is an excellent example of what a hay exchange ought to be.

SIZABLE SIDE LINES

A little way out of Philadelphia, so little a way in fact that one has to ask to be quite sure he is out, although it is in the next county, is the station



PLANT OF G. W. MOORE & CO., MOORES, PA.

the beginning of the year, recently joined the Clement, Curtis firm.

The receipts of grain at Baltimore, Md., from January 1 to March 1 aggregated 20,396,660 bushels. Exports during the same period were 20,295,820 bushels. During the corresponding period of 1915 receipts were 22,928,374, and the exports 21,446,291 bushels.

The Cavers Elevator Company has succeeded the Cavers-Sturtevant Company, of Omaha, Neb. J. A. Cavers, the head of the firm, is one of the prominent members of the Omaha Grain Exchange and has been identified with the grain trade of the west for very many years.

H. I. Baldwin & Co., of Decatur, Ill., have mailed to their patrons a serviceable knife stamped with the golden ear of corn which the company uses as its trade mark and accompanied by a card bearing the following: "We hope this bright spot arriving in a dark period, will bring good cheer."

The Kansas City Grain Club gave a dinner at 6:30 p. m. on March 2 to its members and guests at the Hotel Baltimore. Bert Ball, secretary of the Crop Improvement Committee of the Council of Grain Exchanges, was the principal speaker.

N. B. Updike, head of the Updike Grain Company, of Omaha, Neb., is contemplating adding to his line of elevators by the construction of a large terminal house at Sioux City, Iowa. It is said that

of Moores on the Philadelphia, Baltimore & Washington Railroad. But the town of Moores is independent as a hog on ice, in spite of its proximity to the metropolis, and has its own interests quite apart from those of its great neighbor. Delaware County, on whose eastern border Moores is situated, has been from earliest colonial times, a rich agricultural region, and its easy access to so large a market has naturally developed the dairy and poultry business to a high state.

G. W. Moore & Co., whose grain elevator receives a large share of the cereals produced in the region, have taken full advantage of the situation. The firm has been active in the affairs of the community since 1877, and the variety of interests served by the plant has kept them in close touch with every factor of the county's growth.

Besides the elevator and the feed mill, both of which do a good business, G. W. Moore & Co. handle coal, hay, straw, cut-hay, lime, plaster, drain pipe, fertilizers, poultry and pigeon feed, cement, slag, gravel, grit, sand, and cinders for concrete work. The side-line is here developed to its fullest capacity with a success which can be accurately measured by the success and standing which the firm has gained.

In the accompanying illustration only a part of the building group can be seen, but the general plan and convenient handling facilities are suggested.

TRADE NOTES

The Anglo-American Mill Company of Owensboro, Ky., has increased its capital stock from \$260,000 to \$500,000 for the purpose of building a new addition to its plant.

It is reported that Fairbanks-Morse Company of Chicago is arranging to take over the E. & T. Fairbanks Company of St. Johnsbury, Vt. The Chicago concern has a capital stock of \$8,000,000. The transfer will involve an equivalent of about \$1,500,000.

The Richardson Scale Company of Passaic, N. J., had an exhibit of their new type Registering Automatic Scale at the annual meeting of the Farmers Co-operative Grain Dealers of Kansas held at Salina, March 7, 8, 9. They also showed their new wagon scale, which is being well received by scale users of the Southwest.

C. N. Ward, manager of the office at Des Moines, Iowa, for the Union Iron Works of Decatur, Ill., was a recent visitor at this office and reported unusual activity in elevator building in Iowa with a good demand for Union Iron Works supplies and line of "Western" machines. Mr. Ward has his headquarters in No. 717 Hubbell Building.

The Soo Line Railroad will build at Minneapolis, Minn., for Bartlett, Frazier Company of Chicago a 1,200,000 bushel concrete grain elevator. It will be a modern receiving, shipping elevator with drying, cleaning and bleaching facilities. The Thompson-Starrett Company has the contract with R. H. Folwell, engineer and manager of construction.

D. A. Robinson of Seattle, Wash., was greeting his friends in Chicago the past week. Mr. Robinson was formerly a member of the grain elevator building firm of Simpson & Robinson of Chicago and was prominently associated with the grain trade 20 years ago. Mr. Robinson has been engaged in the lumber business for a number of years and is credited with making a fortune on the coast in that industry.

The B. S. Constant Manufacturing Company of Bloomington, Ill., says that serviceability is the keynote of "Constant" success. The statement does not seem to admit of argument as the line of United States machines made by this firm has made a reputation for service in all states where grain is grown and handled and elevator owners have always regarded these as one of their best assets.

Janse Bros., Boomer, Crain & Howe, have succeeded the grain elevator building and general contracting firm of Janse Bros., Boomer, Hughes & Crain, with offices in the Dime Savings Bank Building, at Detroit, Mich. The company includes in its general contracting business the construction of industrial works, dams, docks, etc., and has to its credit the erection of very many large plants in each department.

"Sporicide" is a short treatise on exterminating smut in grain and preventing scab on potatoes. It is published by the Sporicide Chemical Company of Atlanta, Steuben County, N. Y., and describes oat smut and its deleterious effects on the growing crop, at the same time prescribing a remedy. Barley and wheat are stated as requiring a different treatment from oats but the seed can be greatly benefited. The booklet gives a number of testimonials from users of the process.

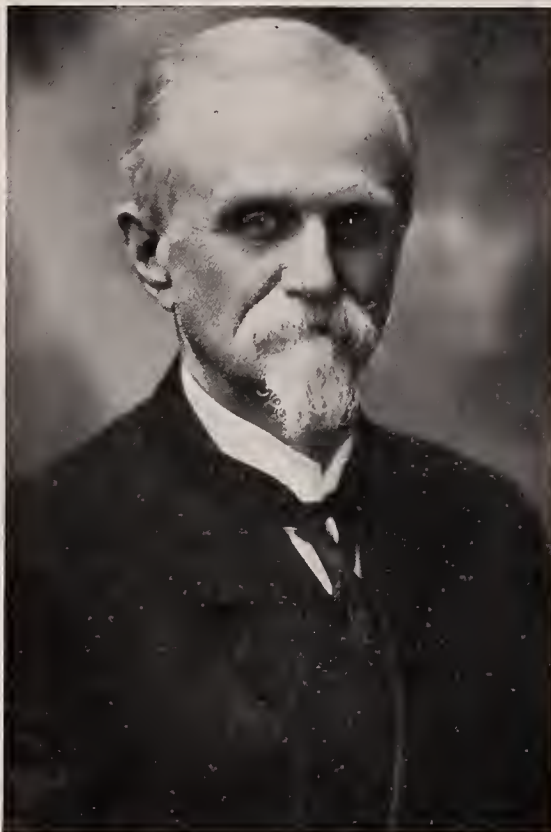
An announcement has just been made by the Invincible Grain Cleaner Company of Silver Creek, N. Y., which will be especially interesting to Southern grain dealers and millers. It was to the effect that H. C. Purvine will hereafter sell the Invincible machines in Southern territory with headquarters at Bristol, Tenn. Mr. Purvine has severed his connection with the Twin City Mills of Bristol to join the selling force of the Invincible Grain

Cleaner Company. He is a practical mill man and has a thorough acquaintance with the milling and grain conditions of the South. His entire past experience will be devoted to the interests of the dealers and millers in his new territory.

WILLIAM C. BENNETT RETIRES

After a service of 44 years Captain William C. Bennett has retired from active connection with the Barnard & Leas Manufacturing Company, of Moline, Ill., and will enjoy that rest to which he is so justly entitled. Born in Pennsylvania in 1836, Mr. Bennett came to Illinois 20 years later, going first to La Salle and then to Chicago.

Upon the outbreak of the Civil War he joined the gunboat service on the Mississippi and as executive officer of the *Choctaw* took part in the siege of



WILLIAM C. BENNETT

Vicksburg and subsequent engagements. For three years following the war he captained various river steamers in the merchant service between St. Louis and Minneapolis and in 1868 took a position with the John Deere Plow Company.

H. A. Barnard and J. S. Leas had formed a partnership for manufacturing milling machinery in 1860. In 1872 they decided to incorporate and Mr. Bennett joined with them. He has been connected with the company ever since, in 1909, becoming president.

The present active officers of the company are Thomas E. Casady, president, and Frank E. Bennett, son of Captain Bennett, secretary. The executive ability and high attainment of these younger men have been amply proved in the service of the company, Mr. Casady having been the general manager as well as the secretary and treasurer for some time.

MISSOURI YEAR BOOK

The 1915 Yearbook of the Missouri State Department of Agriculture, just at hand, is a volume of 622 pages which covers in a most comprehensive manner all the farming activities of the state. The volume is copiously illustrated, many of the pictures being artistic in the extreme and fine examples of the engravers' art.

After a general survey of the work of the Board,

the various departments are taken up in detail. In addition there is a report of Farmers' Week at Columbia with the speeches made there on every variety of subject; the Country Life Conference; Home Makers' Conference; Corn Growers' Association; Dairy Association, and all the other association meetings which have helped so materially in developing the agricultural wealth of the state.

Complete statistics of all crops are given and excellent chapters of advice and counsel on all subjects pertaining directly or indirectly to the farm.

MUST NOT SHOW ORIGINAL CONSIGNOR

BY SIDNEY A. HALE.

Freight bills presented to the ultimate consignees of shipments reconsigned in transit must not show the name of the original consignors. This is the ruling announced by the Interstate Commerce Commission in a supplemental report upon the proper form of freight bills for use in handling the traffic of the country. In the original report, made public two years ago, it was held that freight bills covering straight shipments should show the consignor, the point of origin of the shipment, consignee, destination and route of movement, but the question as to what information should be disclosed in the case of a reconsigned shipment was left open.

The present action hinges upon section 15 of the Act to Regulate Commerce, which makes it unlawful for a carrier to disclose to any person or corporation without the consent of shipper or consignee "any information concerning the nature, kind, quantity, destination, consignee, or routing of any property tendered or delivered to such common carrier for interstate transportation, which information may be used to the detriment or prejudice of such shipper or consignee, or which may improperly disclose his business transactions to a competitor."

The consignee of a reconsigned shipment, the Commission points out, ordinarily is a stranger to the transaction between the original consignee and the original consignor. "The reconsignment implies a commercial transaction between the original consignee and the ultimate consignee, which has no relation whatever to the transaction between the original consignor and the original consignee."

Jones, located at A, may sell a car of lumber, or grain, or hides, or any other commodity, to Smith, located at B. That is one transaction. Smith, however, may resell that same car to Brown, located at C, before the car has reached B and direct the transportation line to make delivery to Brown. There may be a number of business reasons why Smith does not care to have Brown know from whom the car was purchased in the first instance. For the railroad to show this information upon the freight bill presented to Brown is, in the opinion of the Commission, contrary to the section of the statute quoted above. "As to this second transaction," reads the report by Commissioner Harlan, "we think the original consignee has a right of privacy which may not be lawfully violated by the carrier by revealing to the ultimate consignee the name of the original consignor without first securing the consent of the original consignee."

Brown, however, may have purchased his car from Smith f. o. b. original point of shipment. In such a case, he must know both the point of origin and the route in order to determine whether the through charges collected from him have been properly assessed. Cases may also arise where Brown is called upon to pay, not the through charges from the point of origin, but a portion of such through charges based upon the remainder of a joint through rate. Here, too, he cannot check billing unless he has information as to the point of origin and routing. "We shall therefore limit ourselves," concludes the Commission, "to the finding that the freight bill upon a reconsigned shipment must not show the name of the original consignor, except with the consent of the original consignee, and must not show the point of origin or the routing except to the extent just explained."

NEWS LETTERS

INDIANAPOLIS

F. J. MILLER - CORRESPONDENT

AN enormous elevator which will take better care of Indiana business and give the city a service which at present is lacking is to be built by the Indiana Public Elevator Company, a \$500,000 corporation which has just been formed here. The elevator which it is planned to erect will be one of the largest in the Middle West and will place Indianapolis distinctly on the map as a center of adequate elevator facilities.

The contract for the first unit already has been let, and the work of construction will be begun at once. The ground bought for the elevator site extends from Rural Street east to the Belt Railway and lies on the south side of the C., I. & W. right-of-way. It will be seen, therefore, that the location is admirable from a transportation standpoint.

The incorporators of the company are: F. M. Montgomery, a grain dealer, with offices in the Board of Trade Building; W. H. Benedict, a real estate man; Paul R. Johns, capitalist; Edward Doolittle, commission merchant; and C. W. Bell, lumber dealer.

The first unit to be erected will be known as Elevator "C," having a storage capacity for 500,000 bushels of grain and with daily transfer accommodations for 200 carloads of grain. The elevator will have adequate wagon outlet and be convenient to every railroad entering the city. It will be of the latest design and construction, with the most up-to-date devices for handling grain. To reduce fire risk, electricity will be the power used in operating the plant.

In addition to the regular storage facilities, the elevator will be equipped to provide all service incidental to grain storage, such as drying, cleaning, blowing, mixing and clipping. With the central geographical location of Indianapolis and with its excellent shipping facilities, it is believed that the grain trade of the city can be increased materially within a comparatively short time. As additional space is required the unit system will be developed, so that expansion can be taken care of readily without any interruption in the business.

* * *

The National Hay and Grain Company of Evansville, Ind., has been incorporated with a capital stock of \$10,000 and the following directors: Edward F. Goeke, Emil V. Goeke and Edward G. Goeke.

* * *

The Favorite Grain Company of Clinton, Ind., has dissolved.

* * *

The Co-operative Rich Valley Elevator Company of Rich Valley, Ind., has been incorporated with a capital stock of \$12,000. D. Russell, J. A. Irelan and J. S. Thrush are the directors of the company.

* * *

The following have been elected members of the Indianapolis Board of Trade: Frank A. Hamilton, Harry C. Cutsinger, Charles A. Roesener and L. L. Hyde of Indianapolis; Elmer Hutchinson of Arlington, Ind., and A. B. Cohee of Frankfort, Ind.

While the Governing Committee of the Indianapolis Board of Trade has been busy with the many routine matters concerning its regular work, it has also had time to develop and put on record its ideas on preparedness. Many Middle West business men, grain dealers and others, are too satisfied with present conditions and their distance from the coast, it is believed. The Governing Committee

of the Board of Trade therefore has expressed its approval of a preparedness plan along very liberal lines. It was the opinion of the Indianapolis men also that it would be unwise, for defensive reasons, to establish all the army posts near the coast or border lines.

The Governing Committee voted to retire \$3,800 of the outstanding preferred stock; declare a dividend of 2 per cent on the outstanding common stock; and place \$1,000 to the credit of the mortuary fund.

* * *

The latest farmers' elevator company to be formed is at Jamestown, where an organization has been capitalized at \$25,000. The directors are David H. Shockley, Leslie Peabody and Joseph A. Smith.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

EVERY effort is being made to have the embargo on freight shipments to this port and terminal, imposed for some days by the transportation lines, and all manner of propositions are being put forward by the export grain trade here, to prevent any further future tie-ups. Some 70 prominent business firms have installed an auto-truck brigade to unload local cars as soon as they arrive, and the Baltimore and Ohio Railroad also is enlarging its trackage room along Delaware Avenue in the lower part of the city, and the heads of the prominent trade organizations have been in Washington, D. C., in conference with the Interstate Commerce Commission to secure practical plans for relief of all annoying and vexatious congestion of traffic. It really appears as if embargoes will have to go and stay gone for some time to come.

* * *

The latest new member who has been received into the Commercial Exchange is David Kurtz, an extensive grain and feed dealer of Trenton, N. J.

* * *

William Howell, Jr., who died after a 10 days' illness with grip, pneumonia and heart complications at his residence, 2218 St. James Place, this city, in the 73rd year of his age, was one of the oldest and best known grain men engaged in the business.

His membership with the Commercial Exchange dates back to 1869. He was a founder of the old time firm of Smith & Howell, then for a period as an individual grain broker, later the grain authority with the prominent export and domestic grain firm of Elisha A. Hancock & Co., and after Major Hancock's death, and changes made in the concern, he identified himself with the export grain house of L. G. Graff & Son where he remained until the day of his death. He leaves a widow and a grown-up daughter, a favorite son having died some years ago.

He was a member of the Keystone Battery during the Civil War, a member of the Masonic order, and for a time was the confidential adviser of the former grain firms of Francis M. & Hunter Brooke and Carhart & Co., and it may be truly noted that he was one of the most regular and familiar figures on 'Change.

* * *

Members of the hay trade here are diametrically opposed to Federal inspection of hay and straw, as proposed by the measure being pushed by Con-

gressman Curtis of Kansas. Chairman Huey of the Commercial Exchange Hay and Straw Committee insists that the general provisions in that bill would work a hardship upon the Eastern dealers and receivers.

* * *

Within the last 60 days the exports of wheat over the same period last year have increased more than two million and a half bushels, and oats nearly a million bushels.

* * *

With a million and a half bushels of oats being exported from here monthly, the greatest trade ever experienced in this line since the organization of the Commercial Exchange, the following notice was recently posted:

The following changes in the grades of oats, adopted by the grain trade at a meeting held Feb. 29, 1916, and ratified by the Board of Directors March 2, 1916, will, in accordance with Article XXII, Section I, of the by-laws, be in force and binding on members, ten (10) days from this date, or March 13, 1916:

That the word "sweet" be inserted after the word "sound" in the following grades:

Extra white oats.
No. 1 white oats.
No. 2 white oats.
Standard white oats.
No. 1 mixed oats.
No. 2 mixed oats.

That the phraseology of the following grades be changed to read:

No. 3 White Oats—Shall be sweet, not less than seven-eighths (7/8) white and weigh not less than 25 pounds per measured bushel, but not equal to standard white oats in other respects.

No. 4 White Oats—Shall include white oats inferior to No. 3, but must be cool, may be slightly unsound, not necessarily sweet and may contain not more than 10 per cent of damaged oats.

No. 3 Mixed Oats—Shall be sweet, and include oats inferior to No. 2 mixed, but shall weigh not less than 25 pounds per measured bushel.

No. 4 Mixed Oats—Shall include mixed oats inferior to No. 3, but must be cool, may be slightly unsound, not necessarily sweet and may contain not more than 10 per cent of damaged oats.

Sample Oats—Shall include all oats, white or mixed, inferior to No. 4.

* * *

The Cramp Shipyard Company, at their plant along the river front, are hurrying the completion of two large steamships specially adapted for the export grain trade, each of which is to cost \$850,000 and 63 other modern vessels of various capacities are being built along the Delaware near this city.

TOLEDO

E. F. BAKER - CORRESPONDENT

REGARDLESS of anything the pessimists may have to say, Toledo grain dealers are full of optimism and there has been extreme activity on the 'Change for the past month. The receipts have been unusually large for this season of the year, but the tie-up on the Eastern coast has resulted in some heavy losses here, where stocks are tied up in elevators because of the inability to secure bottoms for export shipments. The corn has been of rather poor quality thus far but dealers here express the opinion that farmers have been selling their poor grades and holding back the better qualities. Much corn with heavy moisture was disposed of in January and February because such stock can be better handled at that time and could not be disposed of at all in warmer weather. It is the belief here that Ohio and Illinois farmers have most of their corn in cribs, holding it for higher prices which they anticipate will come. The grain supplies here are normal for the season and the mills are said to be well supplied, and about 50 per cent of the wheat still back.

* * *

There is no special car congestion in Toledo proper but grain dealers here are suffering through the car shortage which is hampering all the railroads. Local dealers are somewhat inclined to cen-

sure the railroads for making storage bins of their cars. Flour and grain shipments have both been held back greatly because of the inability to get boats to carry out the orders for export. The latest order of Great Britain that all line boats shall carry munitions instead of food supplies makes this situation worse. Railroad heads and traffic men have been considering the situation and an effort will be made to secure better service. The trouble, however, does not seem to be lack of equipment, but poor handling and the stacking up of loaded cars all along the Atlantic ports which are responsible, and the only relief that can be figured out is the securing of more bottoms to take care of the export goods and empty the cars.

* * *

Little is being said by local dealers as to crop conditions for the coming season, and it is thought to be still early to make predictions but the State Agricultural Board has made an official report which indicates that much wheat has been winter-killed, although this is largely a prediction as there are differences of opinion recorded concerning this matter. The State Board's estimate for March 1 is 71 per cent of average as against 96 per cent March 1, 1915. According to reports given out at Columbus this week, the estimated stock of wheat on Ohio farms, March 1, was 12,100,000 bushels, as compared with 8,038,000 bushels a year ago.

* * *

A local grain dealer tells a story indicative of the slow handling of cars by the railroads, which is an item greatly annoying Toledo dealers. A car was loaded for this firm in northeastern Canada on January 6 and arrived in Toledo March 9. This car, which should have taken about 15 days, was on the road more than two months.

* * *

An effort is to be made here within a few days to organize a state farmers' grain dealers' association. A meeting has been called by the Farmers' Grain Dealers' Association, which will be held at the Boody House.

* * *

Fred Mayer and Raymond P. Lipe have taken their wives and gone off on a two months' pleasure trip to Cuba. According to cards received by the "boys" around 'Change, they are having an extremely enjoyable time.

* * *

Southworth & Co. have brought down several cars of Canadian seed oats because of the extremely poor quality of the oats crop in this section last year, and the germination tests have been very low, making the Canadian product much to be desired here.

these lands. There must be some provision for rail connection with the extension of Ganson Street and the Buffalo Creek Railway. It is planned to construct either a bascule bridge or a permanent structure across the slip connecting the islands with the mainland. The location of the islands makes it possible for the structure to be erected to unload from grain carriers on either side or to unload from boats on one side and into canal boats on the other.

* * *

No agreement has yet been reached this season between the Grain Clearance Corporation and committees representing the Lake Carriers' Association and the Dominion Marine Association of Canada relative to vessel owners' liability on cargo shortages arriving at Buffalo elevators. A conference was held early this month in the offices of Lunham & Moore in the Chamber of Commerce, but after going into the situation thoroughly the proposition submitted to the two associations by the Grain Clearance Corporation was not accepted and further negotiations are pending. A statement submitted by the corporation showed that since its organization last April up to and including February 29, 1916, there had been 256,000,000 bushels of grain handled under the corporation's jurisdiction. This included grain to and from all American ports. All adjustments for overs and shorts were made by the Grain Clearance Corporation and it is understood the organization operated at a loss of approximately \$10,000. At a recent conference of the Lake Carriers' Association in Detroit, that organization of vesselmen appointed a special committee in an effort to make a more liberal contract with grain shippers. It is generally believed that the grain men do not approve of any more liberal contract than the one in effect last season. Among those attending the joint conference between the three organizations were grain men from many upper lake ports.

* * *

The most important development in marine circles on the Great Lakes in recent years is the incorporation of the Great Lakes Transit Company of Buffalo, N. Y., a \$14,000,000 corporation, headed by William J. Connors of Buffalo, to take over the lake fleets of a number of railroad lines. The Panama Canal Act forbids rail lines from operating competing lake lines. More than 50 of the largest grain and bulk freight carriers on the lakes figure in the deal. Executive offices of this immense corporation have been established in the Marine National Bank Building. Most of the boats will be operated over the same routes as in former seasons.

* * *

Henry D. Waters, president of the Western Elevating Association of Buffalo and one of the most widely known grain men on the lower Lakes, was taken suddenly ill near Baltimore early in the month. He was accompanied by his wife and was on his way to spend a few weeks at Pinehurst, N. C. He is also manager of the Export Grain Elevator and representative of the Armour Grain Company in Buffalo.

* * *

Buffalo grain interests rejoiced to learn that included in the annual river and harbor appropriation bill as completed in committee, providing for an aggregate of \$40,000,000 for the improvement of waterways, is an item of \$140,000 for the improvement of channels in the Buffalo Harbor. This will greatly aid in the movement of grain carriers. Other lake appropriations are for a ship canal through Lake St. Clair, \$25,000 and for a fourth lock in St. Mary's River at the American Soo, \$800,000.

* * *

Because of the unusually large number of grain carriers in ordinary here, the supervising inspector of steam vessels at Washington has assigned additional inspectors of steam vessels to the Buffalo district to aid the local inspectors. A large number of vessels which carried winter storage cargoes have been unloaded and several of the ships are waiting with steam up to make their first trip to upper lake ports for the vast amount of grain

awaiting transport to Buffalo. Most of the grain in storage is being moved to seaboard as fast as it is unloaded and present indications point to the fact that all ships will be unloaded on time. Some ship owners, thinking their steamers will not be ready at the opening have notified grain agents that demurrage will be asked for if ships are held longer than the regular winter storage period.

CINCINNATI

K. C. GRAIN - - CORRESPONDENT

ELECTIONS have occupied a good deal of time lately with members of the Cincinnati Grain & Hay Exchange. At the annual meeting of the organization, held on the evening of February 15 at the Hotel Sinton, the Exchange voted on candidates for the board of directors, the following board being elected: Henry M. Brouse, C. S. Custer, F. F. Collins, E. A. Fitzgerald, Alfred Gowling, E. R. Terrell and B. H. Wess. A dinner was, as usual, the central feature of the gathering, aside from the election. The directors met shortly after and organized for the year by the selection of the following officers for the Exchange: President, E. A. Fitzgerald; vice-president, Alfred Gowling; secretary and treasurer, C. S. Custer.

Chairman of the various standing committees were then appointed by President Fitzgerald, with the power to select the other members being given to the chairman. They are: Alfred Gowling, Entertainment; H. M. Brouse, Trade Rules; C. S. Custer, Transportation; B. H. Wess, Promotion of Business; W. R. McQuillan, Rules and Grades. D. J. Schuh, secretary of W. C. Culkins, executive secretary of the Chamber of Commerce, has been appointed to the new position of assistant secretary of the Exchange, for the purpose of enabling him to take care of various administrative details which come up through the Chamber of Commerce. A floor committee consisting of President E. A. Fitzgerald, W. R. McQuillan and H. M. Brouse was also appointed, while Chairman Gowling, of the Entertainment Committee, announces the appointment of F. J. Currus and C. E. Van Leunen as the other members, and Chairman H. M. Brouse of the Rules Committee has appointed F. F. Collins and W. H. Kramer on his committee. H. Lee Early, retiring president of the Exchange, was presented with a handsome silver-headed cane and a pair of cuff buttons in token of the appreciation of the members of his services during 1915.

* * *

One of the important matters taken up and passed upon by the Grain and Hay Exchange at the annual meeting was that of posting grain and hay sales on the floor of the Chamber of Commerce, a custom which has been in force for some time as a guide to the public in comparing prices in Cincinnati. The decision was made in connection with the new exclusive trading privileges of members of the Exchange, which, as previously reported, have been made the target for not a little objection on the part of other members of the Chamber of Commerce. The arrangement entered into by the Chamber with the Grain and Hay Exchange has been upheld by the Board of Directors of the Chamber, however, as valid and in force for a year, at least, notwithstanding these objections. The new arrangement has therefore been continued in effect, and the whole trade in this vicinity is getting used to it, grain and hay men being well pleased with the manner in which the business has been placed upon a basis similar to that of other large trading centers. Some of the discontented outsiders have made some talk of legal proceedings against the exclusive trading privilege, taking the ground that their privileges as members of the Chamber of Commerce have been curtailed; but it is not believed that anything will come of this. At least, no definite steps have yet

BUFFALO

ELMER M. HILL CORRESPONDENT

PLANS are being made by the George L. Meyer Malting Company for the construction of a modern concrete elevator of approximately 1,500,000 bushel capacity on the islands off the foot of Main Street. The property has already been acquired by the company and after years of inactivity these islands will soon become one of the busiest spots in the inner harbor. The old wooden grain elevator lying in partial ruins on the island will be razed, thus removing one of the oldest landmarks along Buffalo's waterfront. About a year ago negotiations for the purchase of these islands by the city to be dredged out for a turning basin was dropped because of the alleged excessive figure asked by the owners. The Meyer company paid about \$300,000 for the property, which is almost the amount named in the condemnation proceedings instituted at the time of the city's negotiations.

There are several obstacles, however, which must be overcome before an elevator can be erected on

been taken in that direction, although the operation of the exclusive trading floor has been in effect for more than a month.

* * *

Some friction has arisen recently between the Cincinnati Grain and Hay Exchange and the National Hay Association, Secretary Taylor, of the national body, asserting in a recent letter that the Cincinnati trade has been ignoring the rules in the grading of hay. The contention of Cincinnati grain and hay men, however, is that the shoe is on the other foot, and that local grading is exceptionally careful and abides strictly by the rules. It is declared, in fact, that the Cincinnati market is one of the very few in the country which grades hay strictly according to the letter of the rules of the National Hay Association, and it has therefore been suggested that perhaps some other markets are more in need of correction than that at the Queen City.

* * *

Another prominent member of the trade in Cincinnati joined the great majority when William Klein, for the past 10 years city sales manager of the Union Grain & Hay Company, died on February 23 at the Jewish Hospital, at the age of 53 years. He was in the grain business around Cincinnati virtually all of his business life, and his father, the late Christian Klein, was for 50 years engaged in the flour and feed trade on Hunt Street. Mr. Klein was at one time connected with the Early & Daniel Company. One of his brothers, Louis Klein, is city sales manager for Braun & Kipp, Cincinnati grain and hay dealers. Mr. Klein was a Mason of high degree, and his body lay in state at the Scottish Rite Cathedral before the funeral. A magnificent blanket of white flowers decorated the casket as a tribute from his friends and associates in the trade, who attended the final ceremonies in a body.

* * *

A recent blaze at the elevator of the Cleveland Grain Company, at Sixth and Harriet Streets, threatened for a time to make a fire equal to some of the big grain conflagrations which have been seen in Cincinnati during the past year. However, prompt and active work on the part of the fire department placed the blaze under control before it got spread about. The fire was found smouldering in the grain. About 2,000 bushels of grain in the drying plant had to be thoroughly drenched before the flames were extinguished. The loss is estimated at about \$1,500, and was wholly covered by insurance. Comparatively little damage was done to the building.

* * *

Hon. Nicholas Longworth, one of the Congressional representatives from Cincinnati, has proved his appreciation of the importance of improving the grain crop by offering a free trip to the Ohio State Fair to the boy or girl in this district who grows the most corn on an acre at the lowest cost per bushel. County Agent D. R. VanAtta is working hard to get entrants to the regular annual contest, and expects to have a large number this spring. A movement has been started by the Chamber of Commerce to assist the farmers in this vicinity in getting good seed-corn, which bids fair to be a problem this year.

* * *

Wesley Hardman, of Woodstock, Ohio, of the grain firm of Hardman & Kimball, has filed suit against Charles P. Kimball, his partner, asking for a dissolution of the partnership, including an accounting of the affairs of the firm and judgment for \$431.77.

* * *

Grain men of Allen, Van Wert, Putnam and Paulding Counties, met recently at Lima and formed a new association for the purpose of keeping up with market conditions and looking out for the best disposition of grain in the hands of members. Besides the general officers elected, a secretary was chosen for each county. These and the other officers are as follows: President, W. T. Dolbey, Delphos; general secretary, A. L. Garman, Delphos; county secretaries, Putnam County, D. R.

Risser, Vaughnsville; Paulding County, A. M. Courtright, Cecil; Van Wert County, F. D. Brand, Van Wert.

* * *

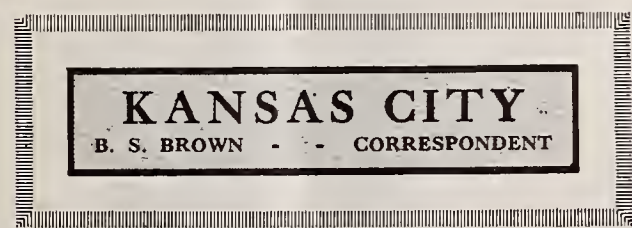
The Spencer-Furrow Company, of Piqua, Ohio, operating grain elevators in Border City and Farmington, Ohio, has filed amended articles of incorporation reducing its capital stock from \$60,000 to \$30,000. The move resulted indirectly from the sale about a year ago of the company's elevator at Fletcher, as it was decided that after disposing of this property the capitalization was too high.

* * *

Reports from Urbana and other railroad centers in the busier sections of Ohio, indicate that the congestion of freight at Eastern terminals is steadily moving back West, and resulting in a similar tie-up in local yards. At Urbana, for instance, a recent count revealed the presence in the Erie yards and side-tracks of more than 200 cars of grain, transferred to the Erie from other lines for transportation East for milling and export. This condition was relieved shortly after, but it serves to indicate the immense traffic being handled, and the difficulty experienced in finding room for cars in Eastern yards.

* * *

The office of the Schaeffer Elevator Company at Sevenmile, Ohio, was destroyed by fire on the morning of March 4, with a loss of about \$1,000, fully covered by insurance. Quick work by a bucket brigade confined the blaze to the office, and saved the adjoining elevator, which was full of corn and wheat. The fact that it had recently been covered with sheet iron also contributed to its immunity.



DESPITE complaints of car shortage, and embargoes, during February, the receipts at the Kansas City market were the largest ever known for that month. The wheat arrivals were 5,687,550 bushels, a decline of nearly a million bushels from January but nearly 4,000,000 ahead of February last year, and more than 3,000,000 above the previous record. Stocks the last of February were 8,409,743 bushels. Corn receipts were 3,400,000 bushels, somewhat less than February last year, but about 50 per cent ahead of the 10-year average. The stocks are 5,538,059 bushels. Oats arrivals were 443,700 bushels, rather below normal, and stocks are 804,659 bushels. The wheat prices acted antithetically to their conduct a year ago, and declined. The supplies are now more than twice the volume of a year ago. The corn stocks are about 400,000 bushels larger than this time last year, but the decline was slight despite the lack of export business and the decline in the Southern demand.

The car shortage was called the worst ever seen at Kansas City, but early in March there was a noticeable improvement. There is a disposition to take the logical view of the situation, that the railroads would supply cars if they could, and to try to work out the solution with patience.

* * *

The Peirson-Lathrop Grain Company reports that the demand for corn is better than at the same time last year, being good both locally and generally. The company is in especially close touch with the Missouri demand. It reports that since the advance in the price of cattle, the feeding demand has increased materially.

* * *

Kansas City's hay market had the largest receipts in February of any month in its history save one. The total was 3,553 cars, exceeded only by April, 1915, when 4,032 cars were received. The tame hays made the excess. Clover mixed had the heaviest arrivals ever recorded. Alfalfa ended the month in a blaze of glory, with arrivals of 481 cars

the last week, said to be a world's record. Prices on the market suffered somewhat from the volume.

* * *

John E. Collins, Jr., was in Kansas City recently, representing the Cincinnati Chamber of Commerce, to investigate the methods used on the Kansas City hay market.

* * *

The Kansas City Hay Dealers' Association has made a home for itself in room 749 Live Stock Exchange, which has been fitted with handsome furniture, and will be used for directors' meetings and committee conferences.

* * *

The Missouri Pacific embargo on hay to the Kansas City market was augmented February 28 by an embargo by the Santa Fe, attributed to the large supplies on team and yard tracks.

* * *

The Supreme Court of Kansas has held that a case in which the Standard Grain & Milling Company of Kansas City used S. J. Holman of Ellis, Kan., to recover on a note given for margins, was a proper one to submit to a jury. Holman is said to have refused to pay the note, alleging that trading in futures is gambling—a violation of the law. The plaintiff recovered in the lower court, where the judge refused to submit the case to a jury—and because of such refusal the higher court remanded the case for trial by jury.

* * *

Kenneth G. Irons of the Vanderslice-Lynds Mercantile Co. has bought the board of trade membership certificate of H. H. Steele, who died a few months ago, paying \$5,500, the figure at which two memberships were sold in February.

* * *

The Orthwein-Matchette Company, for the past 10 years dealers in grain and provision futures, stocks and bonds, with membership in the Kansas City, Chicago, Wichita and Salina boards of trade, have entered the cash grain business. Cort Addison, 13 years in the grain trade, recently with Logas Bros. Grain Company, will have charge of this department. The company has branch houses at Wichita and Salina, and at the Live Stock Exchange in Kansas City.

* * *

The inspection fee on grain was reduced, effective March 1, by George B. Ross, chief inspector of the Kansas department, from 65 to 60 cents, for the reason that the department did not need the money. A reduction of about the same size had been made last summer. In December the fee for the moisture testing of corn was reduced from 25 to 15 cents. The Missouri Inspection Department is also said to be making money, but still charges 65 cents for inspecting grain, and 25 cents for testing corn.

* * *

E. L. Betton, formerly with the Grain Standardization Department of the Federal Government, has been made supervising inspector of the Kansas Inspection Department, succeeding J. C. Wassor, who goes to Wichita with the state department. H. W. Hutchinson, formerly inspector at Wichita, has been transferred to Kansas City.

* * *

George B. Ross, chief inspector, and E. L. Betton, supervising inspector, of the Kansas department, met with the Farmers' Co-operative Grain Dealers' Association of Kansas in Salina. Among the Board of Trade men who went from Kansas City were E. E. Roahen of the E. E. Roahen Grain Company and F. O. Zimmerman of the Peirson-Lathrop Grain Company.

* * *

J. W. Dayton of the Western Grain Company reflected the position of many when he said that the chief business now was fighting for cars. By keeping both eyes open and both hands grasping, he was able to get cars to move grain.

* * *

Everett H. Seaver, son of J. H. Seaver of the Moore-Seaver Grain Company, and a former member of the Kansas City Board of Trade, now in business in Los Angeles, was a visitor in Kansas

City recently. Mr. Seaver was very popular while here—and gained distinction for his prowess on the golf links, as well as being recognized as a diligent and efficient business man.

* * *

The decline in the price of oats due to the export situation was chiefly responsible, according to H. C. Gamage of the Moore-Seaver Grain Company, for the sudden springing up of the demand from Kansas City's natural outlet, the South. There has been a considerable scattering call from that territory since March 1, and the feeding demand will come just in time to catch up the current and make it stronger. A decrease in the receipts of corn, which are still fairly heavy, is to be expected when the roads break up; and the usual strong call from the districts now getting cheaper Northern supplies, is expected to absorb much of the large stocks on hand of the dry corn for which the Kansas City market is noted.

* * *

In January a Board of Trade membership sold for \$5,250 including the transfer fee of \$500. In February two memberships sold for \$5,500, including the transfer fee. The new members are Harold A. Merrill, for several years with the Terminal Elevators, and D. C. Bishop of the Scoular-Bishop Grain Company. Mr. Merrill bought the membership of P. F. Cary, who retired from the grain receiving business about two years ago owing to ill health. Mr. Bishop has been several years in Kansas City, having formerly lived at Superior, Neb.

* * *

A three-day meeting of The National Farmers' Association was held at the Savoy Hotel, Kansas City, February 21-23. It was organized to promote co-operative marketing, and generally to advance the projects which seem to be especially favorable to the farmer. One of the resolutions asks for a system of inspection, weighing and grading of grain, hay, cotton and other farm products, that shall be uniform and under federal control. The preamble contains the following language:

We ask for the establishment of a marketing system by the Federal Government that shall be free from trusts and combinations that are in control of our present system and which is dominated by speculation, gambling and manipulation, causing violent fluctuations in the price of products that are detrimental to both producer and consumer.

The present system is discouraging the pursuit of farming by making it unremunerative and at the same time producing conditions that are oppressive to the consumers. The present system of gambling, commonly known as dealing in "futures," which means, in practice, the buying and selling of phantom or imaginary food products, is one of the chief causes that has brought about the present conditions which demand relief and may well be designated as one of the great modern crimes perpetrated by a few pirates of commerce to the detriment of humanity.

* * *

Bert Ball, secretary of the Crop Improvement Committee of the Council of Grain Exchanges, delivered his moving picture lecture on grain production and distribution, to more than 100 bankers, business men and others, members and guests of the Kansas City Grain Club on March 2. The pictures of the various steps in the movement of grain, even to the marketing on the boards of trade, were exceedingly vividly portrayed and described in a manner illuminating to many of the visitors not closely familiar with the business. One of Mr. Ball's most interesting remarks was on the division of the profits of grain raising—the farmer gets practically all of the price of grain, only an insignificant part going to the boards of trade for handling. Edward C. Johnson of the Kansas State Agricultural College at Manhattan, spoke on crop improvement work in Kansas, mentioning that a new kind of wheat had been evolved, which would yield at least four bushels better than the other best strains; samples of seed were now being given to selected farmers.

* * *

The death of Erskine B. Russell, secretary of the Russell Grain Company, in an automobile accident February 20, removed one of the most prominent figures, and most popular and charming personalities, of the Kansas City Board of Trade. Mr.

Russell was a native Missourian, born at Glasgow 43 years ago; he received his education at Wentworth Military Academy at Lexington, Mo., and started in business as a bank clerk at Boonville. He later joined his father in the wholesale grain, feed and hay business. His birth and residence alone gave him a wide acquaintance; and his genial personality, his quiet, smiling but firm manner in business, his willingness to serve and to help in all enterprises for the upbuilding of the community and the welfare and pleasure of his associates, gave him a high place in the esteem of his many friends, and of hosts who did not have the honor of his closer acquaintance. His father was Thomas W. Russell, a pioneer elevator operator and wholesaler. On the death of the elder Russell, E. B. and his brother, James N., continued the Russell Grain Company, and built and developed a large carlot receiving and shipping business. In 1915 a branch house was established in St. Louis, and membership taken in the Merchants' Exchange.

Mr. Russell had been for 14 years a member of the Kansas City Board of Trade. He was also a member of the Kansas City Club, the Automobile Club, and the Kansas City Athletic Club. He was



THE LATE E. B. RUSSELL

a member of the First Church of Christ, Scientist. He was unmarried, and is survived by his brother and his mother, to whom jointly he left his considerable estate of about \$50,000. The Board of Trade adopted resolutions upon his death.

The Russell Grain Company continues, with the following officers: James N. Russell, president; Elizabeth B. Russell, secretary; Bert Sheldon, treasurer.

NEW YORK
C. K. TRAFTON - - CORRESPONDENT

THE great scarcity of ocean freight room and the unprecedentedly high rates asked continue to be leading topics of conversation among members of the grain trade on the New York Produce Exchange, and, indeed, among members interested in many other lines of business. In the course of these discussions some stories have come to light that put to shame the old stories of the "Arabian Nights," while in most cases the financial details mentioned totally eclipse from a "Get-Rich-Quick" point of view the greatest achievements of the notorious Wallingford. The one big point of difference between the two sets of stories is that those related on 'Change are absolutely authentic, being corroborated by the most reliable authorities, where as the others are purely fiction.

One of the most prominent members of the shipping trade has many interesting stories to tell re-

garding the phenomenal advance in freight rates as a result of the destruction, commandeering, or internment of a large percentage of the world's mercantile tonnage. We regret that lack of space prevents the publication of many interesting features, but we select the following because they demonstrate how widespread is the effect of the shortage of the tonnage supply. Before the outbreak of the great war in Europe, Argentine grain was carried to Liverpool for 12s 6d per ton and to New York for 9s per ton. Recently the rate to Liverpool has been as high as 152s 6d, although it has since fallen to 135s, which is at least 10 times as much as the usual rate. Old-time shippers of grain from New York to Great Britain recall the time when the rate was only 1 cent per bushel, and on rare occasions when tonnage was excessively abundant the grain was carried as ballast for nothing. Certainly this is in striking contrast with the present rates, ranging from 42 to 48 cents per bushel.

Not many years ago exporters of glucose, starch, etc., were glad to secure a rate of 10s per ton, whereas today the rate is 140s. This price was bid by a prominent shipper on a big shipment and was refused. It is equivalent to 1½ cents per pound freight on the glucose, which is generally valued at about 2½ cents per pound. Thus the charge for transportation is equivalent to 60 per cent of the value of the merchandise in New York, and about 40 per cent of its Liverpool value. Another big shipper told of trying to sell coal in Genoa at \$28 per ton. That this figure included \$25 for freight charges is certainly significant. The normal rate before the war was in the neighborhood of \$3 per ton.

With such high rates ruling it is not difficult to understand how ships are able to earn more than their original cost after they have made several trips. As a result of the wonderful increase in earning capacity many interesting stories are told of almost fabulous prices being paid for vessels. Among the best of these tales was that of the ship which was sunk by collision or fire at the Standard Oil docks in Bayonne, N. J., over two years ago. Upon being raised the hulk was found to be in such bad shape that the owners surrendered it to the fire underwriters, and the latter sold it for a mere trifle. With freight rates and vessel prices soaring so rapidly, the new owners decided to put the old hulk in commission and spent \$175,000 in making repairs, and had no trouble in selling it for \$325,000, realizing a profit of at least \$125,000. Two months later the buyers declined an offer of \$550,000 for the boat, and a short time later it again changed hands at the remarkable figure of \$800,000. In another instance a certain concern bought a ship for \$250,000 before the war. After running for 20 months this ship had returned to its owners their outlay of a quarter million and a profit of \$300,000 besides. After realizing these handsome profits they were able to dispose of the vessel for \$900,000, or nearly four times its original cost.

* * *

Members of the New York Produce Exchange, and especially those in the grain and feed trade, were greatly shocked early this week to hear that their associate, Samuel B. Bowne, had been seriously injured. Mr. Bowne, who is head of S. W. Bowne & Co., hay and grain dealers and owners of elevators and stores in Brooklyn, while walking through the plant became caught in the conveying machinery, as the covering had been accidentally dislodged. Mr. Bowne became entangled in the screw of the conveyor, which was making 300 revolutions per minute, and one of his legs was practically torn off just below the hip. He was taken to a hospital, where amputation of the leg was found necessary. His friends were happy to learn that he was doing much better than had been expected, having withstood the shock and amputation remarkably well.

* * *

Members of the grain trade on the New York Produce Exchange were duly impressed by the so-called bearish features of the Government report recently issued showing the quantities of wheat, corn, oats and barley held on farms on the first

of the month, but at the same time they considered it wise to bear in mind that, while the report indicated unusually liberal quantities still remaining for distribution, it was not in reality as extremely bearish as many had been led to assume. While the reserves of wheat, 241,717,000 bushels, were the largest ever known, it was pointed out that a large percentage of the winter wheat now on farms is of common or inferior quality, some of it not being good enough for milling. Moreover, the poor outlook for the growing crop makes it quite evident that we will need every bushel of last year's crop we can carry over into the new season.

Among conservative merchants here the impression prevails that as a result of reduced area, winter killing and the ravages of insect life the next winter wheat crop will be decidedly short, possibly slightly below 500,000,000 bushels, and possibly 475,000,000 bushels. While the corn reserves were also decidedly liberal, 1,138,773,000 bushels, it was pointed out that only 71.3 per cent of the last crop, or 2,178,943,000 bushels, was good enough to classify as merchantable, and hence it seems quite evident that a large proportion of the corn still left on farms is of poor quality. Record-breaking reserves of oats were also reported, 596,600,000 bushels, but in this case also we should not lose sight of the fact that a large percentage is inferior, as so much of the crop suffered damage and discoloration as a result of the heavy rains last summer.

* * *

Dudley M. Irwin, a member of the New York Produce Exchange, and for a long time prominent

the cost of building ships at the present time is so much greater because of higher wages and more expensive materials as to create great hesitancy. Whether it would pay to build a large number of new boats at present high cost depends, of course, upon the duration of the war, because it is the latter which is largely responsible for the remarkable shortage in the supply of ocean tonnage and the resultant remarkably high rates ruling for freight room. Certainly it would be decidedly hazardous to pay present high costs for ship building if the war should speedily end and thus release the great number of vessels now engaged in the war or interned in various ports, which would, of course, lead to a sharp downward revision of rates.

* * *

Through the courtesy of George R. Crowe, president of the British Empire Grain Company of Winnipeg, we are enabled to present two unusual pictures which must be of interest to members of the grain trade. These were taken on a farm in Fiske, Saskatchewan, and one of the huge piles contains 17,000 bushels of wheat and the other 14,000 bushels. It will also be observed that the piles are practically as high as the adjoining farm buildings and cover a large area of ground, it being estimated that one of the stacks is about 60 feet long. Mr. Crowe stated that when grain is properly stacked—that is, with a perfectly smooth surface—it will shed rain almost invariably, and, moreover, there is very little rain in that territory in the winter. In addition, snow does little if any harm, especially as it blows off the stacks about

Grain Co.; Howard M. Smith has severed his connection with J. B. Howser, grain broker, and resigned from the Exchange; Raymond C. Rose is no longer in the employ of J. F. Hammers & Co., grain and feed dealers.

* * *

Edgar F. Richards, representing John T. Fahey & Co., grain merchants of Baltimore, Md., is an applicant for membership in the Produce Exchange.

* * *

A telegram received from Portland, Maine, stated that Robert Sharpe, chief export inspector of grain for the state of Maine, had died there at the age of 70 years. His chief duty was inspecting and supervising the shipping of grain for export out of Portland.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain men generally consider the report on grain reserves on farm very high, the figures for wheat being the largest on record with 241,000,000 bushels, compared with 152,000,000 bushels a year ago. There are also enormous reserves of corn, with 1,138,000,000 bushels, the largest reported at any time except for the big crop year of 1913. The oats reserves are also



TWO HUGE SASKATCHEWAN WHEAT STACKS

in the grain trade in Buffalo, and also interested in an elevator at Oswego, N. Y., spent several days in this city early this month, being occupied with arrangements for the opening of an office in the Exchange Building. This office will be in charge of A. N. Mosser, familiarly known as Gus by his friends in the grain trade, both here and in the West, who was for so many years with the grain commission house of Knight & McDougal. It is the general impression that Mr. Irwin's action in opening the office here was induced in part by the prospective enlargement of business in this port on the opening of the new barge canal.

* * *

Welding Ring, an ex-president of the New York Produce Exchange, and for many years a prominent figure in steamship circles, while speaking at a banquet here a short time ago, threw light on a phase of the present troublesome ocean transportation problem that has been puzzling to many business men who are not so well able to keep in touch with the conditions, namely, the failure of shipbuilders in this country to turn out the number of new vessels which they no doubt would be able to do if they saw fit or had the necessary orders in hand. In short, many had wondered why new vessels had not been turned out in larger numbers in view of the wonderfully large earnings reported for the vessels now in commission.

For one thing, Mr. Ring touched on the unfavorable effects of the new national maritime law which has just gone into effect as a potent restraining influence on new construction. He also stated that

as fast as it falls. Therefore it is expected that the grain will be almost as perfect in the spring as when it was stacked.

* * *

Fred A. Heywood, formerly a member of the grain trade on the New York Produce Exchange, but recently located in Baltimore and New Orleans as representative for the Norris Grain Company, grain merchants, will represent that firm in this market hereafter and has made application for reinstatement as a member of the Exchange.

* * *

Elections to membership in the Produce Exchange during the past month were as follows: Thomas C. Craft, Jr., of the Baltimore Grain Company, Baltimore, ex-president of the Baltimore Chamber of Commerce; Joseph Quintal of Quintal & Lynch, grain exporters, Montreal; Hubert D. Burbidge and Herbert T. Robson of Paul, Robson & Co., representatives in this country for Ross T. Smyth & Co., grain merchants of Liverpool; Arthur E. Newcomb of Morrow & Co., flour and grain dealers, New York; James W. Forbes of E. W. Wagner & Co., commission merchants, Chicago, Ill.; John W. Braffett of the New York office of the Armour Grain Company; Wm. R. Holligan, Jr., of the local office of A. O. Slaughter & Co., Chicago.

* * *

The following business changes have been announced on the bulletin boards of the Produce Exchange: A. N. Mosser is no longer associated with the New York office of Knight & McDougal; Leo H. Wistuba has left the local office of the Armour



A 17,000-BUSHEL MOUND OF WHEAT

exceedingly high, with 596,000,000 bushels, which are at the top in the history of the country, except in 1913, when they were a shade larger at 604,000,000 bushels. Barley reserves are also considered very high by Milwaukee grain traders, with 60,000,000 bushels, compared to 42,000,000 bushels a year ago. The general feeling among Milwaukee grain men is that the figures on farm reserves are very bearish, except perhaps in corn, where the large stocks of corn are offset by the fact that a rather small percentage of the available supply is merchantable.

* * *

The Wisconsin figures on crop conditions and farm reserves are especially interesting from the standpoint of prices, according to Milwaukee grain men, showing as they do that the prices of grain have been much lower for the past crop season, except in corn, where the poor crop of 1915 helped to reverse conditions compared to a year ago.

The price of barley on Wisconsin farms March 1 was 68 cents a bushel, compared to 73 cents a year ago, representing a loss of 5 cents a bushel. Two years ago the farm price of barley on March 1 was 53 cents, or 15 cents a bushel less than the price for the present month. Barley stocks of the state are 6,000,000 bushels, in round numbers, compared with 4,000,000 bushels, approximately, a year ago.

The farm price of oats in Washington on March 1 was placed at 45 cents a bushel, compared with 53 cents a bushel a year ago, a loss of 8 cents a bushel. Two years ago the average price of oats on farms was 36 cents, which is 9 cents lower than the pres-

ent average farm price of oats. The enormous yield of oats in Wisconsin last year was 43,000,000 bushels, compared with 22,000,000 bushels a year ago.

Corn yields were evidently poor in Wisconsin last year, judging from the fact that only about 5,000,000 bushels of corn was left on farms of the state on March 1, compared to 18,000,000 bushels a year ago. The price of corn was also high, at 77 cents per bushel average farm price on March 1, compared with 71 cents a year ago, a gain of 6 cents a bushel. Two years ago the average Wisconsin farm price on March 1 was 59 cents a bushel, or nearly 20 cents a bushel less than the price at the present time.

Wheat prices on the farm in Wisconsin were \$1.10 a bushel March 1, compared with \$1.32 a year ago, a drop of 32 cents a bushel. Two years ago the average farm price of wheat was only 83 cents a bushel, or 27 cents less than the present war price of wheat. Wheat stocks of the state are just a trifle larger than they were a year ago.

* * *

Milwaukee bank clearings for the past week have been running at the rate of 10 per cent higher than last year, indicating rather active business at this grain center.

* * *

Discussing the recent slump in grains which spread over the country, W. A. Hottensen of W. M. Bell & Co. said: "The general liquidation resulting from various bearish grain influences was the main reason for the slump in wheat futures. Prices have been at a very high level for some time and traders are now beginning to realize that there is a large amount of grain left in the country. There was an unusually large harvest a year ago, while receipts up to the present time have been somewhat backward. The movement will undoubtedly be large from now on, and this is likely to result in lower prices for some grains at least."

* * *

The March rate of interest on advances has been determined by the finance committee of the Chamber of Commerce at 6 per cent. The rate remains high despite the low level of regular commercial rates.

* * *

George A. Schroeder, traffic expert of the Chamber of Commerce, is very much pleased at the organization of the new Great Lakes Transit Company. A few weeks ago Mr. Schroeder was in the East conferring with W. J. Conners of Buffalo, who is the moving spirit in the new transportation company. At that time Mr. Conners reported that he was considering the matter. With the new vessel combine the average package traffic of 750,000 tons a year will probably be greatly increased, according to Mr. Schroeder—perhaps to the extent of 1,000,000 tons per year. The fleet of vessels will take traffic for any Eastern road, he adds, so that the convenience of shippers will be consulted in every case, just as heretofore.

* * *

Two Government investigators from the Department of Agriculture at Washington spent a few days in Milwaukee studying very thoroughly the methods of trading at the Milwaukee Chamber of Commerce. Information on all the big exchanges of the country will be incorporated in small pamphlets and sent all over the country, according to these Washington probers. It has been felt that the methods of grain trading in this country have not been clearly understood and that antagonism and talk of a grain trust and manipulated prices has cropped out, irritation which it is believed will be allayed if the rank and file of people become closely acquainted with just how the grain business is handled in the cities.

* * *

George A. Schroeder, traffic expert of the local grain exchange, has approved the recent slight rate raise on export grain shipments to the East. Mr. Schroeder said the advance would not be objectionable because it is only a small percentage and because it would apply to all of the other competitive markets alike. Grain products were also involved in

the slight raise in freights from middle western points to the eastern seaboard.

* * *

W. P. Bishop, who has long been connected with E. P. Bacon & Co., recently as vice-president, has been chosen president of the corporation to succeed E. P. Bacon, who recently died in Daytona, Fla. Mr. Bishop therefore becomes head of one of the largest grain firms in Milwaukee.

Early in life Mr. Bishop and his brother entered the fruit commission business. Later he allied himself as an employe with E. P. Bacon & Co., where he has been for the last 25 years. Mr. Bishop has held many positions of honor and trust in the Chamber of Commerce and was chosen president in 1911 and again in 1913, each term being for one year. At the present time Mr. Bishop is chairman of the supervisors of inspection and weighing.

He has also taken a very important part in civic work of various kinds. He has been a prominent member of the City Club and the Merchants' and Manufacturers' Association. He has been a member of the Milwaukee Harbor Commission which



W. P. BISHOP

has in charge the important project of developing all of the city's inner and outer harbor facilities. This Commission has worked out a plan of development of the local harbor which is expected to make it one of the best on the great lakes.

Mr. Bishop has taken a prominent part in the artistic and musical life of the city, having been president of the Arion Musical Club for 12 years and being at present a member of the Board of Directors. He is also a member of the Minneapolis and Chicago grain boards.

Frank R. Bacon has been made vice-president of E. P. Bacon & Co., succeeding W. P. Bishop.

* * *

The Milwaukee Chamber voted against the proposition of the Board of Directors to license all traveling grain solicitors.

"This plan has been found desirable and helpful in the grain business at Minneapolis and many other cities," said Secretary H. A. Plumb. "The licensing plan gives the Chamber actual control of all the traveling solicitors and prevents unfair competition in any way. The benefits of the plan are very evident wherever tried."

* * *

"The Chamber of Commerce of the United States is going to be the biggest and most influential business body in the country," said Charles A. Krause, president of the Milwaukee Chamber, after a recent visit to Washington on business connected with the National Chamber. "The work of the Chamber is being conducted in such a way that

Congress will give increasing attention to it. The organization is bringing greater co-operation between business and government.

"A tariff board is one of the big things that will be promoted by the National Chamber and probably enacted by Congress soon.

"Business men of the country believe that the United States is going to have two years of great prosperity after the war ends, no matter what else happens. The big thing is to prepare now for the competition that will become acute after the war. A merchant marine is also needed if the United States is to hold its trade after the war, and better banking facilities are also required in South America."

* * *

The Milwaukee Chamber of Commerce in a general referendum accepted the proposal of the Board of Directors to raise the commission rate on corn from $\frac{1}{2}$ to $\frac{3}{4}$ cent per bushel. The present rate of commission is considered very equitable to Milwaukee grain men, compared to prevailing commission rates in other cities.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE St. Louis wheat market, like other important markets of the country, is slowly adjusting itself to the changed conditions brought about by the severe decline, which began January 26 and culminated February 29. Since then, the ups and downs in values have been numerous and violent, but a rally of considerable proportions has taken place. Now the trade is busily figuring on the future trend of values. If one compares the recent break with the market of the same time a year ago, there was nothing unusual in the movement, especially as since wheat started from below a dollar last fall, the swings in the market have been almost identical in time with those of a year ago, only that the advances and setbacks were not so severe until the recent break came. It was proportionately wider than the corresponding break of last year, for futures lost over 30 cents a bushel on the May option, which was relatively the same as last year, but wheat was some 30 cents higher last year than this year.

The question before the trade now is whether price history is to repeat throughout the remainder of the crop year. Last year the break started February 5 and ended March 6. Between March 6 and May 3, futures mounted nearly 30 cents a bushel. Then the market went to pieces and values declined throughout the summer. Wheat sold below a dollar in the latter part of August. Apparently the situation appears more bearish now than it did a year ago.

World's available supplies of wheat are about 232,000,000 bushels, compared with 162,000,000 bushels a year ago. The domestic visible supply is nearly 20,000,000 bushels in excess of last year. Canada's visible is nearly three times as heavy as last year's supply of 11,000,000 bushels, and European stocks are larger than last year. The Australian export surplus this year of 120,000,000 bushels is the largest on record, while the Argentine exportable surplus is around 120,000,000 bushels compared with 92,000,000 bushels a year ago. So far since last July, exports of wheat and flour from North America have been about 304,000,000 bushels, compared with 288,000,000 bushels last year, but shipments from the United States alone are over 50,000,000 bushels under last year, in the face of a crop of over 1,000,000,000 bushels. Reserves in farmers' hands on March 1, were 241,717,000 bushels, compared with 152,903,000 bushels last year, and 151,795,000 bushels the year before. There is also talk of a separate peace between Russia and Turkey; and should this occur and the Dardanelles be opened, the surplus of two Russian crops would be available for European markets.

True, the bulls have in their favor a winter wheat area of only 37,256,000 acres, a decrease of 11.3 per cent as compared with last year, and indicating a crop of 540,000,000 bushels, or 115,000,000 bushels less than the harvest a year ago; and at the same time there is little likelihood of last year's record spring wheat crop of 356,000,000 bushels being repeated. Crop scares and "crop killers" also are to be figured seriously on the bull side of prices before the next crop is ready to come to market.

Members of the Merchants' Exchange are advocating a change in the rules to permit deliveries on future contracts from "track" as well as from elevators. It is thought that the change would benefit the market not only in preventing corners, but in aiding deliveries here, as the elevator room in St. Louis is relatively small considering the large receipts of grain in this market. The rule, if adopted, will be similar to that in use in Chicago, Kansas City and other markets.

Logan Baxter, of the Langenberg Bros. Grain Company, St. Louis, was married recently to Miss Imogene Roberts, at Moberly, Mo. Mr. Baxter has been with the Langenberg firm for many years and is very popular with traders on the Merchants' Exchange floor.

Samuel G. Payne, of the bankrupt commission firm of Payne & Becker, in recent testimony told how the company was organized in 1901 with only a capital of \$3,000, all of which was used to buy a membership in the Chicago Board of Trade. In one year the firm made over \$25,000 and opened branch offices in Kansas City, Wichita, Mexico, Mo., and Oklahoma City. The liabilities of the firm were \$200,000 when it failed last fall.

Recent applications for membership posted on the St. Louis Merchants' Exchange, are Harry S. Kramer, of Allneeda Milling Company; Frank J. O'Donnell, of O'Donnell Grain Company, Denver, Colo.; J. J. Wade and Ross A. Williamson, both of John Wade & Sons, Memphis, Tenn., and E. P. Hall, of Nanson Commission Company.

No change in commission rates on grain of \$6.25 per 5,000-bushel lots will be made in St. Louis market, even if the movement on foot in Chicago to increase the rate there to \$10 instead of the present rate of \$7.50 does carry. Jacob Schreiner, president of the Exchange, says that the cheaper rate turns much business to the St. Louis market. Mr. Schreiner says that trading in 1,000-bushel lots may be permitted in the St. Louis market very shortly.

Henry C. Schultz, president of the Schultz & Niemeier Commission Company, St. Louis, died recently from a stroke of apoplexy experienced while he was talking to friends on the Merchants' Exchange floor. Mr. Schultz died at St. John's hospital, where he was taken after he collapsed. He never regained consciousness. He had been a member of the exchange for over 30 years. He is survived by his widow, Mrs. Ida S. Schultz, and one son, A. W. Schultz. Charles L. Niemeier, Mr. Schultz's partner, was out of the city when he was stricken.

The railroads of Missouri have agreed with millers and grain dealers to test the scales on their lines twice a year at their expense. Many claims have been filed with the railroads lately over losses of grain in transit, and difference in origin and destination weights.

The Finton Construction Company of St. Louis is building the 20,000-bushel steel elevator for the Farmers' Co-operative Company, at Farmingdale, Ill. The elevator will be equipped for handling wheat and corn.

David R. Francis, of the D. R. Francis Commission Company, is receiving congratulations of his Merchants' Exchange friends on his appointment

as ambassador to Russia. Mr. Francis is a former president of the Exchange.

J. O. Ballard, first vice-president of the St. Louis Merchants' Exchange, is back of a movement to permit deliveries of grain on contracts from "track" as well as from elevators. It is generally thought that the new rule would benefit the market, as the elevator room in St. Louis is limited, considering the large receipts of grain in this market. The rule will be modeled after that in vogue in Chicago. It will make "corners" almost impossible.

The Exchange Elevator operated by George Harsh & Co., St. Louis, has been declared a regular elevator under the rules of the Merchants' Exchange.

Receipts of wheat in St. Louis have been running about twice as large as a year ago, and apparently no end to the movement is in sight. The Nanson Commission Company, Picker & Beardsley Commission Company, Marshall Hall-Waggoner Grain Company, Goffe & Carkener Company, Langenberg Bros. Grain Company, and other large consignment houses have been very active handlers of grain the last two weeks. Export houses report a slight improvement in buying of wheat since the big decline, but it is noticeable that buyers do not follow the market up with orders on the advances in prices.

The St. Louis grain trade is much interested in the regular barge line service between St. Louis and New Orleans which will be inaugurated by the Inland Navigation Co. on April 15. Years ago the grain trade on the Mississippi River was many millions of bushels, and it is expected that with a good line of barges considerable of this trade will be revived in the near future, as the company plans to make lower freight rates than the railroads. The company's first barge, which is completed, will have a 1600-ton capacity, screw propellers and a wireless outfit. This barge will be the smallest in the fleet. The trip to New Orleans is expected to take 5 days. The company plans to put on 36 barges in the next two years.



SERIOUS congestion is in sight in grain-handling facilities at this head of the lakes. With over 22,000,000 bushels of grain now in store in the houses, it is estimated that after making allowances for divisions of grades only about 5,000,000 bushels space remains available, and there is still six weeks intervening before the opening of navigation. The Globe Elevator system has 3,000,000 bushels space left, the Consolidated Elevator Company's system 250,000 bushels, and the Great Northern, Cargill, Capitol and Itasca Elevators only about 750,000 bushels all told.

This stringency has been brought about through the tieup on the Eastern railroads and at the terminals down that way, rendering it impossible to obtain cars in any volume. As a consequence shipments from the elevators here during February came to only 847,000 bushels, and stocks in the houses consequently increased 4,834,000 bushels during the month.

The feature of the last few weeks has been the extent of the movement of Canadian bonded grain this way. Daily car receipts of wheat and oats from across the border have been running at from 175 to 200 cars lately, so that operators are becoming apprehensive on the score of how to take care of it. At the outset it was thought that this would be simply an elevating proposition, with the grain at once going forward to the seaboard. Storing it was not contemplated.

The local elevator interests are looking forward to a busy time during the first few weeks after the opening of navigation. There is still a large quantity of grain to be marketed over the Northwest, and a rush is predicted after seeding operations are completed.

Progress is being made upon the 1,750,000-bushel addition to the Capitol Elevator Company's plant here and it is assured that it will be ready to store grain by early next fall. Plans recently filed at the Duluth Building Inspector's office show that the structure will cost \$389,596, including \$210,000 for a track shed, \$150,000 for a storage house and \$18,000 for a power house.

James S. Graves, manager of that company, has returned from a month's vacation spent in Palm Beach, Fla.

On account of lack of railroad facilities to make Eastern shipments, business in coarse grains has been hampered on the Duluth market during the past month. Total receipts here during February of only 48,000 bushels of domestic oats, and shipments of 36,000 bushels from the elevators, are thought to illustrate the tenseness of the situation.

Commenting upon existing conditions in that trade, W. C. Mitchell of Randall, Gee & Mitchell said that his house had some substantial orders on its books from Eastern dealers, but that it had thus far been unable to fill them on account of the railroad tieup. He looks forward to a heavy movement after the opening of navigation in view of the fact that dealers' stocks must be running low. His reports are to the effect that growers in this territory have still large stores of oats and other coarse grains to be marketed.

Thomas Hagen of the Hagen-Berg Company has removed from Duluth to Minneapolis, where he will in future make his headquarters. H. W. Hillier has been appointed manager of that company's Duluth office and his former position as representative of Lamb-McGregor & Co. has been filled through the appointment of A. B. Traeder.

Vessel rates on wheat for shipment from here to the lower lakes at the opening of navigation are being firmly held at 5 cents a bushel. All the available capacity is said to have been chartered on that basis. It is interesting to note further that bids for May loading are in at 4 cents, and insofar as can be ascertained no business has so far been accepted by vessel men on that basis. With abnormal conditions likely to rule in the ore-carrying trade, and in fact in all classes of commodities, boat owners are very stiff in their views these days.

Provided the spring season is favorable and opens moderately early, operators on the Duluth Board of Trade predict that the falling off in the area of plowing last fall will be largely made up through special efforts on the part of growers in Minnesota, North and South Dakota and Montana. Information is being received to the effect that every effort will be made to prepare as large an acreage for seeding in view of the prospects of European supplies of grain being short next fall.

The White Grain Company reports an active demand for hay from all parts of this territory. Its market has been showing a higher tendency. A better call for oats from the lumbering sections has also been met with during the past month.

The slackness of the sale of wheat either for export or to Eastern millers this season is illustrated in the statement that of the spring wheat on store in Duluth elevators, over 10,000,000 bushels remains unsold, while a year ago practically the entire supplies in the houses had been disposed of. The cash market has been quiet during the last two weeks, with the spreads between the grades steadily widening out. Durum wheat has met with a better call, and a proportion of the 5,600,000 bushels on store at this point has been sold for shipment at the opening of navigation.



A LETTER FROM THE WHETSTONES

Mr. Bin Man:—Noting your proper attention to matters intimately relating to the Grain families, allow me to ask, in the name of my tribe, the Whetstones (which, were justice done, would all be Wheatstones), where would your Sickles and your Harvesters, and even your Millers, have been without our unending aid? And we desire to inform you that we are descended from George Whetstone, the learned man who translated Cinthio's Italian novel, which translation Shakespeare was not above using when he got together his "Measure for Measure."

Your obdt. serv't, **GEORGE WHETSTONE.**

SEATS FOR THE RICE FAMILIES

Mr. Bin Man:—At a conference of citizens of Rice, Kan., Rice, Minn., and Rice, Ohio, it was decided to demand of the Grain Congress that the delegates from our three towns be seated ahead of all who may attend from Riceboro, Riceburg, Rice Creek, Rice Depot, Rice Ford, Rice Hill, Rice Lake, Rice Point, Rice Landing, or Riceville.

Yours truly, **JAMES RICE, Secretary.**

THOROUGHLY COMPETENT

The House (severely to applicant)—Have you had experience as an office-boy?

Small Boy—I should say I had! I have served as director in 12 mining corporations.

THE GRANGERS

Mr. Bin Man:—Mr. Wheat might as well try to play "Hamlet" with the Prince of Denmark omitted as to overlook the Grains and Grangers who have enjoyed high social standing for centuries. In France, too, our house (La Grange) is noble, and one of its sons was one of the most illustrious mathematicians of the world. Back in Rome, too, I fancy, the very weight of the syllables caused old Grano to look well down on Triticum.

Yours truly, **R. GRANGER.**

STORY OF COL. BRYAN

Thirty million farmers have laughed at this story by Col. William Jennings Bryan: The performance at a theater went from bad to worse. The audience began booing and cat-calling, and at last there was but one seat holder who was still. An indignant victim behind him shook him up: "Say, are you going to stand for this sort of thing?" "You wait," said the man. "I'm here on a free pass. Let it get a little worse, and I'll go out, buy a ticket, and show you fellows here how to really whoop it up."

ALI HASSAN'S HARVEST

Ali Hassan, the husbandman, owned and harvested fields of wheat, and barley and millet, and was greatly envied by the wicked. He showed unusual fondness for his dog Hamid, and, when Hamid died, the accusation was circulated that Ali had buried Hamid with Mohammedan rights and ceremonies. Upon this terrible charge Ali was arraigned before the Cadi, who asked the unfortunate man what he could say in self-defense.

"Your Worship," said Ali Hassan, "you are already aware that I am a successful tiller of the soil on this oasis, and that, at the grain-chambers of Fez, our offerings command a premium. But I could not have succeeded so well, save for the encouragement of Hamid, the dog, with whom I was able to converse, and on whom I at last bestowed one-third of my estate. It was he who brought to my earnest attention the wisdom of your Worship's rule and the exact justice of all your judgments. And, just before Hamid died, he called me to him and bequeathed to your Worship 10 measures of wheat, 10 measures of barley, 10 measures of millet, and 10 hampers of rich dates. I confess, your Worship,

that I was so overcome with the wisdom and goodness of this dog that I buried him with all due rites and ceremonies, for he was the most faithful Musselman I have ever seen, excepting your own, most illustrious Worship."

Ali Hassan ceased to speak.

"What else did your learned friend say, just before he died?" asked the Cadi, with great interest.

SCIENTIFIC TESTIMONY

The Police Magistrate—How fasht was this monshter droiving?

The Officer—Nointy moiles, your Honor.

The Magistrate—How do you know that?

The Officer—I toimed him.

The Magistrate—Pfhwat wit'?

The Officer—With mc shtop-watch.

The Magistrate (in a terrible voice)—Pfhwen did it shtop?

The Officer—Day before yistidah, your Honor.

The Magistrate (in deep emotion)—'Tis horrible! I foine him wan hundred dollars!—*Finley Peter Dunne.*

BREAD IN OLD LONDON

IV

Trete Bread, or Bread of Treté (writes Robert Chambers), was again an inferior bread to Tourte (Simnel, Wastrel and Tourte Breads having been described). It was made of wheat meal once bolted, or at which the fine flour at one sifting had been removed. This was also known as Bis, or Brown Bread. It probably owed its general name of Trete to the fact of bran being so largely its constituent, that substance still being known in the north of England as Trete. A class of bread still inferior to Trete seems to have passed under the name of All-Sorts, being also known as Blade Bread. It was made of various kinds of grain inferior to wheat.

[TO BE CONTINUED.]

TRAIN ON TIME

The crops were enormous, and now the through train came in promptly at noon. The Mayor and Aldermen, with a brass band, hastened to the station, lined up the conductor and train men, and presented them with an elegant cup of joy. "Boys," said the conductor, receiving the gift, "I don't know as we ought in good rights to take this, for, between us, this is yesterday's 'train.'"

SHAKESPEARE

Shakespeare did not neglect the fields of wheat. In the first scene of "Midsummer Night's Dream" he hears the lover listening to the voice of his beloved:

More tuneable than lark to shepherd's ear,
When wheat is green, and hawthorn buds appear.

THE WOLF AND THE LAMB

(Threshed out for The Bin from Aesop, 550 B. C., Lamartine, et al.)

One sultry day a Wolf came to the brook to slake his thirst. Here he found a Lamb, drinking a little distance away.

The Wolf became thoroughly indignant. "Now, you small wretch," he said, "I have discovered who it is that roils my drinking place!"

The Lamb was profoundly frightened. "May it please your worship," it prayed, "I have been careful to drink downstream from your place. I could not roil your water."

"Well, you did it last year!"

"I was not born until this spring. I still suck at my mother."

"Be that as it may," replied the Wolf, "I have been sorely afflicted by the lies you have told of me, behind my back—about half a year ago."

"I was not born!"

"If it were not you, it was your father or your mother. And you cannot deny it was your base shepherds!"

By this time the prosecutor was foaming at the mouth, and snarling so that the story of his wrongs and sufferings could no more be understood.

And with that, the Wolf seized the offending Lamb

in his teeth, carried him to the depths of the forest, and ate him up without further legal formalities ("sans autre forme de proces").

DICTIONARY

[Bureau of Agriculture, U. S. A.]

Pharmacognocist—A chemist who gets \$50 a day for swearing that the other pharmacognocist is a liar.

Pharmacognizance—Getting busy to stand off the Pharmacognocist by digging up \$50 a day for another Pharmacognocist.

Pharmacognosis—Putting it on. The state into which a Pharmacognocist can put a jury or investigating committee.

Pharmacognoscibility—A mental condition. The ability to believe that the \$50 is as honestly earned as the drug clerk's \$10 a week, 16 hours a day.

FLEA STORIES

A professor with performing fleas was the latest novelty at the swell reception, and ladies with hand-glasses gathered close about the pillow to observe. Suddenly the "leading man" of the flea-troupe took a flying leap into the corsage of a fine lady near by. Of course there was an interval, but soon the flea was restored to the professor. But something was the matter, and there was close examination. "Madam," said the professor, howing to the carpet, "you have given me the wrong flea!"

That was the same troupe of performing fleas that afterward went on strike because the professor was too poor to allow them a private dog to ride on.

OUR CONFIDENTIAL CORRESPONDENCE

We answer, in this department, all inquiries from our readers free of charge. To insure reply the inquirer must enclose a return, self-addressed stamped envelope. Names of inquirers are kept strictly confidential.

How Crop Experts Work

Eastern Speculator:—Please inform me how the crop expert operates in estimating the condition of growing grain.

The crop expert operates differently in different countries. In France, for instance, and in fact in all the warring countries, the expert at the present time views the growing grain in a biplane from a very lofty altitude. Experts have been known to attain a height of 50,000 feet and their impressions on the crop, received through heavy duty glasses, are rushed quickly to market after they alight, and posted.

In this country where belligerency has made less rapid advancement and is, at present, only being prepared for, the crop expert works on terra firma. His range of vision is therefore longitudinal rather than perpendicular. The best expert with strong glasses covers several square miles of growing crops. He makes notations of his findings, the same as the foreign operator, which are sent for distribution in the various market centers. Although closely affiliated, all crop experts are not members, as some believe, of the Crop Killers' Union.

As to Private Crop Reports

Well-read Dealer:—I notice that various publications give the condition from time to time of the growing winter wheat. How do they secure these reports?

In order for a publication to give the reports, it is necessary for the publisher of the periodical or one of its editors to own a large farm in the wheat belt. Hence the number of journals giving reports is limited. An employe on the farm notes carefully, every morning, the weather conditions, such as direction of wind, prevailing temperature and general aspect of nature, whether gay or grave, benign or openly cantankerous. At the end of the month these notations are loaded into German howitzers back of the barn and discharged. After the guns are fired the reports are published.

What's In a Name?

Organizer:—Will you kindly suggest a name for the new exchange which we contemplate establishing? Is there any difference in meaning in the terms: Board of Trade, Chamber of Commerce, and Merchants' Exchange?

The names submitted by our inquirer stand for the same thing. The designation "Chamber of Commerce" is, perhaps, a little less refined than the other two, and among the English the word "trade" is somewhat tabooed, owing to the fact that they have been unjustly called a nation of shop keepers. We favor the use of the term "Merchants Exchange"

as the most fitting for the new organization for the reason that a merchant is a more exalted personage than a tradesman, and the expression, "exchange of commodities" breathes a spirit of refinement and delicacy that could not offend the most sensitive customers.

How to Secure Cars

Exasperated Dealer:—I have my elevator bins filled with grain and cannot get cars for shipping it out. How can I force the railroad to furnish cars?

The dealer should join the same lodge as the station agent, or better still, buy the railroad.

THE GREAT FRENCH LESSON IN INGLIS

In Paris, under the presidency of Marshal MacMahon, whose rule was just then seriously threatened by Gambetta and the true Republicans, it was suddenly learned that the Czar at St. Petersburg was royally entertaining the General Grant. Now, at the Elysée Palace, nothing at all was known concerning the General Grant by any of the cabinet, and they were forced to have recourse to the President Marshal's learned secretary, who knew all things and spoke many languages. He at once informed the President Marshal that the General Grant came from the Western Hemisphere. He had taken all the armies of the General Pemberton, on the Grand River, and all the armies of the great General Lee on the James River—this happening in the States of North America, where they spoke some kind of Inglis, which the secretary easily commanded. Oh, yes, the great General Grant must be publicly received in the name of the France; and doubtless this might also please His Majesty the Czar, and could not but dismay His Highness the Prince Bismarck at Berlin. The secretary would, therefore, prepare a great speech of reception in the language of the General Grant's own native land, and the President Marshal MacMahon should officially deliver it at the reception. So, after some laborious weeks of lingual and historical preparation at French headquarters, the great General Grant and Mrs. Grant stood ready as the wide doors at the Elysée drew apart, and the President Marshal MacMahon of the France, in full official regalia, and bearing his most winning smile, advanced and delivered the great English speech:

"Ees zis zet grrangh shonerall, zat to ze Praysedong day say Tahs Unee, say: I weel on zis line fight heem oute, if it s'all take ze whole summ-a-i-r-e?"

[Is this the great general that to the President of the United States said: I will, etc.?]]

The linguistic and diplomatic triumph of the President Marshal MacMahon, in thus flattering the Great Western Republic, was so profound that it created a *furor* of good feeling, and Delegate Gambetta, who was about to make the President Marshal MacMahon "demit or submit," took to bed for several days, and put off his finally successful programme a year or more. [We think the late Bob Burdette used to tell this.]

THE LORD'S SUPPER

Lord Chief Justice Coleridge, of the Queen's Bench, traveled in America, and Emory A. Storrs, a wit, entertained him at a banquet in the Hotel Richelieu. The sheriff appeared and levied on the festival. "My, lord," pleaded Emory, "this, I believe, is the first time the Lord's Supper was ever in the hands of the sheriff."

BEAVER STORY

The Bin Man was telling Judge Tuller, of Waukesha, of an incident at the Philadelphia Zoo, where the keepers were compelled to put a certain beaver in separate quarters, whereat the remaining colony built up a mud wall on his side, shutting him completely away from their proceedings. The judge said beavers were most peculiar beasts, and possibly the boycotted beaver was cast out because he was slow in his dues, or wrong and obstinate on some religious or hydraulic point. The Judge went on to say that, when he was young, the trappers in his region came on a beaver with gold-filled teeth. Now this thing excited widespread curiosity, and there was an organized effort to find the beaver dentist. At last, after looking into hundreds of beaver houses, they shaved off the top of the office of the doctor himself. There was his chair of torture; there his set of instruments; there his gold for the fillings—of course it wasn't the cleanest of gold, but it served. His instruments would justly arouse terror in a beaver's soul—his "Now I got to hurt ye!" and his "Painful once more!" fulfilling their offices as clearly as any human invention of file or gouge could do.

Knowing that Doctor Beaver was not likely to return during their presence, the hunters fixed things as they found them, placed the chair for the next victim, mended the roof, and withdrew to allow the good Doctor to resume his practice.

CROP IMPROVEMENT

IMPORTANCE OF SEED IMPROVEMENT*

[Concluded from Page 455, January issue.]

It is not uncommon to farmers living in sections where the growing season exceeds 200 days to find it difficult to obtain a profitable yield of oats, because of diseases which spread with great rapidity in warm and humid climates. They, to a large extent, overcome these undesirable features, and produce oats of good quality by selecting varieties that mature early and supplying the plant with plantfood high in phosphoric acid, which leads to early filling and early maturity. By hastening the crop to early maturity, it is enabled to escape the ravages of rust, smut and other diseases, which thrive in hot and humid weather.

Critical Periods in Crop Growth.

There are certain stages during the growth of crops which may be called critical periods. Adverse conditions at such times seriously injure the plants, cut down yields and impair the quality of the product. For the small grains, the time from a few days before the flowers open until the kernels are fully filled and begin to solidify is a very important stage in their growth. Small grains are self-pollinating, and when the tiny spikelets open, it is an indication that Nature has started the great work of reproduction of the grain. The tiny grain kernels which have just been started at this period require careful nourishing with proper food, if they are to mature into first class grain.

A shortage of plantfood constituents at this time works great injury to the developing grain crop. If the plants are weak, their weaknesses will directly influence the crop which they are producing. When the mother-plant is able to readily lay hold of well-balanced plantfood in abundance the tiny grains are nourished most satisfactorily. When phosphoric acid is available in sufficient quantities, the plant growth is not lengthened out at the expense of the filling of the kernels, as happens when there is a lack of this element of plantfood.

Corn's Critical Period.

The critical period for corn occurs at the time when the pollen begins to drop upon the silks. Continued wet weather at this time works an injury to the fertilization of corn ears. An abundance of suitable plant food to nourish the infant corn plant shows its greatest value at this time.

The Mistakes of Moving Corn Seed North.

In our eagerness to obtain greater yields per acre, we have sometimes sent South for corn seed because it produced long ears and big yields. These long-eared varieties of corn are always acclimated to longer seasons than prevail in the northern localities to which they are introduced. As a rule, long-eared varieties are generally heavier yielders than shorter-eared, but a farmer living in a region where the growing season is confined to 100 to 110 days take considerable risk in trying to mature corn of a variety that is acclimated to a season of 150 or more days. He can lessen the danger (within limits) to a large extent by balancing the plantfood of his soil, so as to provide the desirable amount of nitrogen, phosphoric acid and potash during the time when the grain is forming. Phosphoric acid is especially needed during this period. Attention to plantfood requirements is doubly essential when the maturity must be hastened.

The quality of grain arriving at various markets is little better than 10 years back. In fact, the Chicago market records show that there is a larger per cent of low-grade corn being offered now than a decade ago. The use of southern grown seed for northern territories is partially responsible for this condition. The unbalancing of the plantfood in the soil and the lack of attention to improving the seed by choosing it from fully-maturing parentage of high yielding power are other important reasons.

Steps in Crop Improvement.

Make liberal use of fanning and grading machinery to remove broken, cracked, light and shriveled seed. Selection of the best in grains for seed is as important as the selection of a sire in breeding livestock. Whenever a seed is broken, cracked or shriveled, the germ has been exposed to variable weather conditions. Moreover, germs or spores of disease have weakened its vitality and the result is shown in the poor yields from this nondescript seed. Screening is especially valuable with oats for it removes bulky light seed which is as inferior as small grain.

After choosing a variety of corn that will mature before frost the next step is to see whether or not the kernels will grow. Methods of testing seed corn are well known but it is always to be remembered best tests will be secured only when the corn is harvested from mature plants and the seed ears stored in a cool, comparatively dry place. After the seeds are placed in the test box, they should germinate sufficiently within

five or six days to allow you to distinguish between the seeds of strong and weak vitality. Corn crops grown only from seed properly selected and testing strong in vitality will show a marked improvement in uniformity of stand, and quantity of product.

Seed Improvement by Plant Breeding.

The next step in improving farm crops is to develop strong yielding strains of these crops. As a rule, this work should be started by the state experiment station, on account of the careful detail work which is necessary when making the original selections. If the farmer is prepared to give sufficient time and attention to the subject, he can carry on selection among his own crops with a degree of satisfaction. Various starting points are used in conducting selections of the various farm crops. Some plant rows, others plant small plats of representative seed of a variety which it is desired to improve by strain breeding. Chosen plants of superior quality in these rows or plats are marked while the crops are growing. These are harvested separately and given individual numbers. The seed which they bear is planted in rows or plats the following season, and the characteristics of the various selections are compared throughout the growing season. The produce of the various plots is carefully compared at harvest time.

Developing Strains.

Those strains which show greatest promise are carried on for further tests until the one superior strain is discovered and it is rapidly increased for wider distribution. Such has been the history of such famous strains as Minnesota 163 wheat, Iowa 105 and 103 oats, Iowa 327 wheat, Minnesota Wilt Resistant flax and Ontario barley No. 21. Of course, such developed seed tends to revert to the inferior quality of ordinary seed, if care is not taken to sift and fan the seed, season by season, and to use only that of good vitality and of evident good quality. Strain breeding of corn presents additional difficulties, since corn is cross-pollinating while small grains are self-pollinating.

Varieties and Strains.

A variety is a distinct class of crop which bears its own peculiar marks or characteristics, which marks or characteristics distinguish it from all other crops of the same kind. Among people we have French, Germans, Negroes, Italians, Russians, etc. The name of each class brings to mind a distinct class differing in certain outstanding characteristics, such as color of skin, color of hair, etc., from all other classes of individuals. Each distinct group is called a race. In cattle we have Ayrshires, Short-horns, Jerseys, Holsteins, etc. Each group has its own characteristics. Each individual group is called a breed. In wheat we have Turkey Red, Dawsons Golden Chaff, Abundance, Prolific, etc., each class differing from all other classes in certain essential features. Each group is called a variety. It is probable that varieties originated by sudden spurts with new characteristics appearing. These extraordinary plants became the parents of a new type or variety. Darwin announced his belief that all plants underwent gradual change, which in time meant distinct new types of wheat, corn, potatoes, etc. Scientists agree with Darwin as to the changing process in plant life, within an extended period of time, but a forward step was contributed by Prof. Hugo DeVries, about 1900, when he told the world that improvements in plants is not gradual but sudden. The sudden appearing types or mutations, as he called them, constitute the parents of new races or varieties.

Causes of Varieties.

The exact causes of new varieties are not known. External influences, such as soil temperature, rainfall and the like, may have an important bearing upon the problem. Internal causes, such as the intensifying of the "blood" of various types, may also have a large part in producing new varieties. Whatever their cause, varieties of crops exist, and new types are constantly appearing. Some of these types have characteristics that make them valuable, to wit: Hard strains of wheat, light hulled types of oats, starchy types of corn and shallow eyed uniform types of potatoes.

A strain is a class or family within a variety, which class agrees in general characteristics with the variety, but has distinctive development of some of the characteristics beyond that of the general parent type. Instances of the development of strains of crops are plentiful. The famous No. 7 corn of Wisconsin belongs to the Golden Glow variety, but has been selected with the idea of picking out that strain or family of corn which had earliest maturing habits. As a result, a heavy yielding, early maturing family of corn has been produced under the name of Wisconsin No. 7.

About the year 1903, Prof. Zavitz of Ontario Agricultural College discovered a single plant of Mandscheuri barley, which stood up, when all of its neighboring plants were beaten down during a heavy rain storm. This plant was saved, and its seed multiplied until it has become the parent of over 90 per cent of the barley grown in Ontario. No. 21 barley bears all the general

*Abstract of Bulletin issued by the Soil Improvement Committee of the National Fertilizer Association on February 1, 1916.

characteristics of its parent's variety, but has the added characteristic of strong straw, which makes it valuable.

What Are Hybrids?

A hybrid is the product of the union of two distant varieties or races of crops. This combination of races is accomplished by an operation on the flowers just at the time that the pollen sacks are approaching ripeness and before the ova are fertilized. For instance, if it is desired to cross Turkey Red wheat with Dawsons Golden Chaff, the operator proceeds as follows: He chooses a representative plant of the Turkey Red variety and removes some of the spikelets from one of the heads of the plant while the heads are still green and before the flowers have opened. With the aid of a pair of forceps, he opens the covering of the ovum and carefully removes the green pollen sacks. He then goes to the Dawsons Golden Chaff plant and picks out two or three ripe pollen sacks which he carefully inserts in the coverings of the Turkey Red spikelet. As these pollen sacks are broken, the pollen falls upon the ovum and fertilizes it. Usually the head is wrapped loosely in paper so as to protect it from insects and birds. When the kernel has developed, it is carefully preserved and planted the following season. The plant that results closely resembles the mother plant. The seed from this plant is carefully harvested when ripe, and when planted produces plants which vary greatly.

What is the object of crossing different strains of plants? Take two varieties of wheat used in the illustration. Turkey Red variety produces hard, flinty kernels of exceedingly good milling quality. It has a slender straw, and therefore, tends to be rather weak under certain climatic and soil conditions. It is not a particularly heavy yielder. Dawsons Golden Chaff produces heavy yields of a white kernel variety of wheat, the kernels of which are soft in quality and the straw strong. Now the object in crossing these two varieties is to produce a new type which will possess the good qualities of each of the parent types and eliminate the bad qualities. The new type will be strong in straw, a heavy yielder, and will have kernels of flinty nature which produce good flour. The process of crossing is simple, but there is great difficulty in choosing new strains in which good qualities are combined and fixed.

Seed improvement may be a source of profit and betterment if the farmer becomes sufficiently interested in it to set aside $\frac{1}{4}$ to $\frac{1}{2}$ acre for a seed patch. This area should be on good ground—free from weeds, and when used for corn it should be a fourth of a mile away from other corn fields to avoid contamination with pollen from other varieties of corn. On this seed block or patch you can grow new varieties or increase the seed of a high-yielding, good-quality strain.

High-yielding varieties of crops cost very little more to grow than crops of low yield. The product if kept pure obtains high grading on the market, and sells at a premium when marketed for seed.

SOME SIGNS OF THE TIMES IN SOUTH

BY N. L. WILLET.

Most rapidly the South is becoming independent of the West in the matter of grains and hays, either as a mixed ground up proposition or in their natural whole state. This past year large amounts of wheats were grown here. One little country mill near Augusta, Ga., ground up from \$75,000 to \$100,000 worth of native wheat, grinding at the height of the season steadily night and day for about 30 days something like 75 barrels of flour daily. Oats and corn, too, are being heavily stressed in this part of the country. Numbers of feed mills, \$85 machines and \$300 machines, for grinding of cattle food are being put in all over the South. One man near Augusta the other day put in a \$1,200 grinding machine. He is a large cattle man and has been using cotton meal and hull. The high price of these compelled him to put in this machine and he is now grinding up corn on the cob, corn in the shuck, corn stover, velvet beans in the hull, cowpeas and other hay and also some native alfalfa hay. He is making a neighborhood toll mill out of it and his neighbors are bringing in large amounts of the above products because they are finding out what a losing matter it is to feed cattle on loose hay, corn on the cob, and oats in the sheaf. I believe that the new 100-Day Speckle Velvet bean, either for grinding up in the hull or for fall and winter grazing, will largely revolutionize cattle feeding in the South.

It is well known, of course, that before extracting oil and meal from cotton seed fresh from the gin, that the lint from these hulls is taken off. This product is called "linters" and usually it sells for about $1\frac{1}{2}$ cents or 2 cents a pound. Being almost pure cellulose it has been shipped in large amounts to the ammunition men, which has put the price on linters up to 6 cents or 8 cents a

pound. This high price on linters has stimulated inventive genius so that these delinted cotton seed hulls, which are used so largely in the South as a filler in cattle feeding and which usually bring \$8 or \$9 a ton but which at present are worth \$14 or \$15 a ton—inventive genius has given us a machine in the past few months that still further takes off the remaining lint on these hulls. I doubt if the lint is $\frac{1}{12}$ or $\frac{1}{15}$ of an inch long—too short to be called "linters." This new product should be worth now 2 cents or 3 cents a pound now, and in ordinary times possibly $\frac{3}{4}$ cent per pound.

After these two delintings, as per above, these hulls are practically smooth and bare and these 1,500 pounds of lintless hulls as derived from each ton of feed hulls, are now claimed to be a much better feeding proposition than the old-time feed hulls. It is claimed that the lint on the hulls carry not only no feeding value, but are an absolute trouble in the digestive apparatus of the cow. This new industry is only two or three months old; and the advantage of these bare and wholly delinted hulls is going to be advertised it is said in the future in a large way. Just what use will be made in the future of this extra short lint is not known. It probably could go very nicely into various stuffings where the high priced linters have heretofore served. No name has been given yet that I know of, to this new product. The hulls are being called "lintless hulls."

Another new development in the South is the crushing of peanuts and soy beans for their oil and meal, by the cotton seed oil companies. A very little change in their machinery allows this and there looks as if this industry may grow in the future into large proportions.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of February, 1916:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	3,077,972	2,337,144	3,350,018	2,147,737
Corn, bus.....	2,804,313	4,088,646	2,160,510	3,706,529
Oats, bus.....	1,323,649	4,038,583	1,310,159	3,285,416
Barley, bus.....	483,216	402,333	573,088	505,240
Rye, bus.....	824,358	1,238,247	1,425,490	1,217,470
Hay, tons.....	3,383	5,180	646	797
Flour, bbls.....	184,859	100,877	29,155	86,818

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	7,407,000	5,066,000	6,336,000	5,042,000
Corn, bus.....	15,673,000	9,411,000	5,425,000	8,691,000
Oats, bus.....	11,689,000	10,516,000	9,255,000	9,905,000
Barley, bus.....	2,884,000	2,323,000	1,325,000	1,189,000
Rye, bus.....	444,000	216,000	274,000	275,000
Timothy sd., lbs.	2,203,000	3,087,000	2,326,000	1,877,000
Clover seed, lbs.	1,236,000	1,993,000	1,438,000	1,583,000
Oth. grass sd., lbs.	2,920,000	1,814,000	1,624,000	1,072,000
Flax seed, bus...	30,000	21,000	1,000	1,000
Broom corn, lbs..	1,373,000	1,869,000	1,653,000	2,797,000
Hay, tons.....	29,030	30,775	4,857	9,300
Flour, bbls.....	894,000	747,000	701,000	537,000

CINCINNATI—Reported by W. C. Culkins, secretary of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	874,015	172,552	642,955	128,134
Corn, bus.....	910,918	761,184	184,572	634,008
Oats, bus.....	558,148	281,358	463,148	321,431
Barley, bus.....	261,260	42,825	1,706	5,741
Rye, bus.....	50,484	38,776	4,900	10,833
Timothy sd., lbs.	71	719	3,079	3,125
Clover seed, lbs.	1,581	8,808	6,752	9,213
Oth. grass sd., lbs.	7,582	13,198	12,972	12,154
Flax seed, bus...	.....	100	17	195
Broom corn, lbs.	87,120	220,469	93,258	25,138
Hay, tons.....	12,303	17,757	8,821	15,505
Flour, bbls.....	165,367	127,325	125,638	88,417

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	170,000	233,000	199,000	390,000
Corn, bus.....	650,000	428,000	376,000	734,000
Oats, bus.....	429,000	254,000	187,000	398,000
Rye, bus.....	66,000	19,000	10,000	57,000
Flour, bbls.....	27,000	33,000	34,000	38,000

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	3,995,089	1,726,676	540,121	827,407
Oats, bus.....	1,152,047	652,953	83,502	47,817
Barley, bus.....	235,442	377,553	163,247	160,021
Rye, bus.....	12,952	61,211	19,839	41,974
Flax seed, bus...	237,533	219,064	18,202	9,622

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	2,953,200	478,800	2,844,000	275,600
Corn, bus.....	3,556,800	1,834,800	2,927,100	3,155,900
Oats, bus.....	771,800	637,500	850,500	1,054,500
Barley, bus.....	95,200	16,800	38,000	5,000
Rye, bus.....	71,500	40,700	82,000	30,000

GALVESTON—Reported by R. T. Miles, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	4,322,600	3,555,306
Corn, bus.....	137,142	.....
Kaffir corn, bus.	85,714	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	5,687,550	1,985,850	5,786,100	4,101,300
Corn, bus.....	3,400,000	3,452,500	1,906,250	1,216,250
Oats, bus.....	443,700	729,300	249,000	658,500
Barley, bus.....	372,400	100,800	306,600	107,800
Barley, bus.....	30,800	27,500	22,000	40,700
Kaffir seed, lbs..	936,100	618,200	579,000	310,000
Flax seed, bus...	.....	7,000	.....	6,000
Hay, tons.....	46,200	35,016	11,172	7,308
Flour, bbls.....	40,250	11,750	226,750	170,500

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	421,250	406,250	441,257	197,903
Corn, bus.....	1,769,700	1,785,000	846,994	2,671,829
Oats, bus.....	3,212,900	2,369,300	4,320,892	1,848,790
Barley, bus.....	1,829,920	1,699,920	784,003	607,237
Rye, bus.....	253,702	223,020	312,311	283,597
Timothy sd., lbs.	150,000	309,250	146,359	353,193
Clover seed, lbs.	475,275	944,843	417,898	1,003,432
Flax seed, bus...	48,400	53,240	.....	.....
Hay, tons.....	3,343	3,048	430	1,396
Flour, bbls.....	109,420	155,610	215,990	193,540

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	11,635,230	6,851,830	3,372,120	4,612,040
Corn, bus.....	1,206,050	1,561,320	620,750	1,270,460
Oats, bus.....	3,417,080	1,640,160	2,795,890	2,226,640
Barley, bus.....	3,155,970	2,230,980	2,631,480	2,342,890
Rye, bus.....	418,020	348,300	187,740	264,610
Flax seed, bus...	393,800	443,200	37,570	56,030
Hay, tons.....	3,996	2,870	61	200
Flour, bbls.....	93,578	99,681	1,597,444	1,550,291

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	8,748,280	.....	9,177,040	.....
Corn, bus.....	839,200	.....	595,041	.....
Oats, bus.....	1,986,000	.....	1,268,496	.....
Barley, bus.....	667,025	.....	711,468	.....
Rye, bus.....	17,500	.....	26,170	.....
Timothy sd., bgs.	.....	.....	2,499	.....
Clover sd., bags.	937	.....	1,693	.....
Flax seed, bus...	905,000	.....	.....	.....
Hay, tons.....	11,417	.....	210*	.....
Flour, bbls.....	1,061,678	.....	474,991	.....

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	222,100	368,000	189,500	337,000
Corn, bus.....	4,681,350	1,232,100	1,811,850	363,050
Oats, bus.....	703,500	552,500	504,875	626,300
Barley, bus.....	160,000	149,500	77,000	93,875
Rye, bus.....	12,000	20,400	9,600	10,800
Mill feed, tons..	6,701	5,622	18,145	14,523
Seeds, lbs.....	120,000	90,000	60,000	.....
Broom corn, lbs..	45,000	75,000	.....	45,000
Hay, tons.....	3,120	2,415	749	3,079
Flour, bbls.....	183,700	346,100	216,935	322,470

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	4,354,373	2,483,911	4,106,376	2,166,010
Corn, bus.....	524,979	1,003,530	240,014	275,290
Oats, bus.....	743,172	1,499,507	363,402	396,502
Barley, bus.....	211,951	7,041	272,531	42,598
Rye, bus.....	43,833	61,617	26,787	54,000
Clover sd., bags.	435	378	.....	.....
Flax seed, bus...	108,602	.....	.....	.....
Hay, tons.....	6,688	6,172	.....	.....
Flour, bbls.....	133,378	127,108	133,004	229,178

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	3,348,481	1,907,400	2,631,670	2,053,170
Corn, bus.....	1,778,530	3,229,200	864,090	1,130,540
Oats, bus.....	1,603,600	1,658,075	1,021,630	934,410
Barley, bus.....	78,400	113,800	17,130	13,770
Rye, bus.....	71,500	30,050	65,730	15,490
Hay, tons.....	22,220	25,700	9,790	17,205
Flour, bbls.....	408,480	266,310	490,500	406,190

SAN FRANCISCO—Reported by W. B. Downes, statistician of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	1915.
Wheat, ctls.....	171,890	.....	24	.....
Corn, ctls.....	9,785	.....	.....	.....
Oats, ctls.....	34,713	.....	3	.....
Barley, ctls.....	337,657	.....	202,415	.....
Rye, ctls.....	5,098	.....	4,371	.....
Hay, tons.....	12,758	.....	922	.....
Flour, bbls.....	116,280	.....	59,809	.....

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange.

Articles.	1916.	1915.	1916.	1915.
Wheat, bus.....	505,000	527,000	167,600	473,200
Corn, bus.....	787,200	460,800	216,600	288,900
Oats, bus.....	320,000	316,800	294,900	286,400
Barley, bus.....	2,000	.....	.....	.....
Rye, bus.....	1,000	11,000	5,100	12,600
Timothy sd., bgs.	1,830	2,254	1,671	4,749
Clover seed, lbs..	13,644	7,316	7,317	17,371
Alsike, bags.....	612	1,394	1,623	2,304

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	1916.	1915.	1916.	19
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SOUTHERN AND SOUTHWESTERN

The Eaton Oringdorf elevator at Lambert, Okla., has been sold to McCrady Bros.

The Bell Grain Company of Crowell, Texas, has filed articles of dissolution at that place.

The Hinton Milling Company of Hinton, Okla., expects to make several improvements on its elevator.

An elevator company is to be organized at Ross-ton, Okla., and will have a capital amounting to \$10,000.

An addition is to be constructed to the elevator of the Gillette Grain Company located at Memphis, Tenn.

A 2,000-bushel annex is to be constructed to the elevator of the Drennan Elevator Company of Forgan, Okla.

A large plant is to be constructed at Danville, Ark., by the Union Lumber & Grain Company in the near future.

A partnership has been formed by C. A. Price and Wm. Jaynes to conduct a milling and elevator business at Beggs, Okla.

The grain and seed business has been entered into at Shelbyville, Tenn., by the A. R. Nance Grain & Seed Company.

New machinery and a modern meal and bolting mill is being installed by John C. Webb & Co., grain dealers at Demopolis, Ala.

A corn sheller outfit, with capacity for 3,000 bushels daily, has been installed at Decatur, Ala., by the Lyle-Taylor Grain Company.

The elevator of the Alva Roller Mills at May and Dunlap, Okla., have been sold to the L. C. Street Grain Company of Woodward, Okla.

The Southern Elevator Company of Louisville, Ky., has arranged for the erection of a new concrete grain elevator costing about \$75,000.

Several business men have planned for the purchase of a site half-way between Peckham and Blackwell, Okla., on which to construct an elevator.

Hoteling & Gouch of Goltry, Okla., have started construction work on their new elevator and will equip it with a Richardson Automatic Type Registering Scale.

An amendment has been filed to the charter of the House & Meiser Company of Paragould, Ark., changing the name of the concern to the House-Jones Grain Company.

A reinforced concrete annex is to be built to the plant of Gwinn Bros. & Co., of Huntington, W. Va. The capacity of the grain storage and grain drier is also to be increased.

The Farmers' Elevator Company was recently incorporated at Kingfisher, Okla., capitalized with stock of \$10,000. Geo. Newer, A. Zulabak, and R. P. Every have organized the concern.

The Harrold Elevator Company has been organized at Harrold, Wilbarger County, Texas, with a capital stock of \$5,000. J. B. Ferguson, A. H. Treece and E. C. Knox are the organizers.

E. S. Mayes has disposed of his interest in the grain and implement firm of McClure & Mayes at Springfield, Ky., to J. F. Simms. The name of the new company is to be McClure & Simms.

Plans have been completed whereby a 500,000-bushel addition elevator is to be constructed to the 650,000-bushel plant of the Fort Worth Elevators Company at Fort Worth, Texas. The addition will consist of a battery of 21 concrete tanks and will be of concrete construction. The work of erection will begin in the near future.

The Henderson-Bushnell Company has been organized at Tampa, Fla., for the purpose of conducting a grain and grocery business there. The capital stock of the concern amounts to \$50,000. John Henderson is president, treasurer and general manager; Frank Bushnell, vice-president and assistant manager, and G. E. Mabry, secretary.

J. B. Hupp and T. J. Holdridge have purchased for the sum of \$340,000 the Alva Roller Mills and a line of 33 elevators. The principal office of the company is at Alva, Okla. Possession was given the new proprietors on March 1. The mill has a capacity for 600 barrels of flour per day and is modern in equipment with 11 large steel grain tanks,

office building, separate corn mill. The 33 elevators are located in Oklahoma and Texas.

Contract has been let for the erection of a grain and feed warehouse at Birmingham, Ala., by C. R. Plosser. The plant is to have 101,000 feet floor space and will be of ordinary construction. The cost of the plant will be about \$5,500.

The Wiley S. Keyes Company has been incorporated at West Point, Miss., to engage in the handling and storage of grain, hay, flour, meal, etc., at that place. Wiley S. Keyes, Lee Marshall and M. L. Dalton were the incorporators. The concern is capitalized with \$5,000 stock.

The Kell Milling Company of Vernon, Texas, has awarded the contract for the erection of a new elevator and handling house to replace the one which was destroyed by fire recently. The grain storage capacity of the new structure will be 50,000 bushels. J. A. Birdsong is manager of the company.

The Fort Pierce Feed & Grain Company has been formed at Fort Pierce, Fla., to conduct a general grain and merchandise business, etc. The capital stock of the corporation is to be \$50,000. John E. Harris, Henry E. Jones, C. E. Raulerson and the East Coast Cattle Company were the incorporators.

EASTERN

B. B. Morten Company has purchased the business of Shreiner & Co., at Lancaster, Pa.

A new elevator of 15,000 bushels' capacity has been constructed at Lyons, N. Y., by the firm, Van-deveer & Coleman.

Plans are under way by the Shredded Wheat Company of Niagara Falls, N. Y., for the construction of a concrete elevator with a capacity of 500,000 bushels. The plant will cost about \$100,000.

Duncan M. Stewart & Co., Inc., have recently organized at New York City, 15 Broad Street. C. M. O'Sullivan, M. L. Meehan and D. M. Stewart are the organizers. The concern is capitalized with \$50,000, and will deal in grain and produce.

At Palmyra, Maine, the Palmyra Farmers' Union has been organized capitalized with stock of \$10,000. The president of the new concern is C. W. Homestead; treasurer, H. A. McCrillis; clerk, E. C. Leavitt. The directors of the concern are: C. W. Homestead, F. M. Peaslee, C. F. Tibbetts, J. W. Dyer, H. A. McCrillis. The company will buy and sell produce and own and operate storage warehouses, etc.

ILLINOIS

A Farmers' Elevator Company has been formed at Eden, Ill.

Farmers at Hanna City, Ill., plan organizing an elevator company.

H. R. Spoor has leased the elevator of E. Humphrey at Cordova, Ill.

A. D. Stanford has sold his elevator at Malta, Ill., to A. T. Peterson.

It is probable that a grain elevator is to be erected at London Mills, Ill., by farmers.

Chas. Mann sold his grain business situated at Beecher City, Ill., to M. E. McKittrich.

The Farmers' Grain Company of Missal, Ill., has let the contract for rebuilding of its elevator.

The elevator owned by the Ashley Bank at DuBois, Ill., is now the property of H. J. Bender.

The elevator at Alworth Station (Winnebago p. o.), Ill., has been taken over by Lester Bowman.

A pneumatic car loader has been installed in the Mt. Pulaski Grain Company's plant at Mt. Pulaski, Ill.

Robert Dresser is the new proprietor of the elevator at Rochelle, Ill., formerly owned by W. C. Ollman.

Harrison Bros.' elevator at Dwight, Ill., is now under the supervision of the Farmers' Elevator Company.

The Cissna Park Grain & Coal Company of Cissna Park, Ill., has equipped its plant with a new spout holder.

A concrete elevator, costing \$10,000, is to be constructed at Ottawa, Ill., by H. J. Ruckrigel on the site of the plant which burned down in December. The building will be of modern construction and will have a capacity for 20,000 bushels. It is

planned to have the plant ready for occupation by the first of April.

Farmers near St. David, Ill., are planning on the erection of an elevator to be utilized as a co-operative plant.

An up-to-date grain elevator is to be constructed at Piatt Siding (Bement p. o.), Ill., by the Bement Grain Company.

Attempts are being made for the establishment of a farmers' elevator at Stop No. 14, two miles from Thomasboro, Ill.

The capital stock of the Farmers' Grain & Supply Company of Warsaw, Ill., has been increased from \$10,000 to \$15,000.

The Langdon elevator near the Burlington depot at Roseville, Ill., has been purchased by the Farmers' Grain Company.

The elevator of the Springer Grain Elevator Company of Springerton, Ill., is to be equipped with a blower to load grain.

By order of the stockholders of the elevator of the Winnebago Produce & Supply Company, Winnebago, Ill., is to be sold.

Farmers around Curran, Ill., are contemplating organizing a grain company there to compete with the Illinois Central Grain Company.

The elevator of J. C. Tobey at Mazon, Ill., has been bought by M. H. Cooley, who is interested in the elevator business at Reddick, Ill.

The Farmers in the vicinity of Blackstone, Ill., have arranged for the formation of a Farmers' Elevator Company. The capital stock amounts to \$4,500.

H. E. Rowland, J. Hart, et al, have incorporated the Farmers' Elevator Company of Jamaica, Ill. The capital stock of the company aggregates \$12,000.

The Simpson & Perry Grain Elevator at St. Joseph, Ill., has been purchased by Joseph Gilles of Pesotum. Possession was given the new proprietor on March 1.

The organization of the Orleans Farmers' Grain Company of Orleans, Ill., has been completed. W. H. Luken is president, Clyde E. Cox, vice-president, and G. M. Graff, secretary-treasurer.

A new elevator is to be built at Loxa, Ill., by A. J. McComas on the site recently bought by him on the Big Four right-of-way. Modern machinery will be purchased and installed in the near future.

Turner Bros. of Red Oak, Iowa, who conduct a grain, fuel and building material business in 15 Iowa cities have purchased the plant and the stock of the Gilmore Thayer Company of Rockford, Ill.

Plans have been completed by the farmers in the vicinity of Murrayville, Ill., for the construction of a grain elevator there. It is thought that \$7,000 will be expended on the erection of the new plant.

T. Welch, Howard Abbott, George Reichle, Chas. M. Colburn and Edward Reichle were the organizers of the Farmers' Grain Company of Beason and Skelton. The capital stock of the corporation is \$20,000.

Theo. Block, Chas. Holz, Dennis Gleason, F. E. Pacey, Curtis M. Cannon, Geo. Bothwell and H. Redonius have incorporated the Buckley Farmers' Grain Company at Buckley, Ill. The capital stock of the corporation amounts to \$25,000.

A private telephone has been installed between the plants of the Hornor-Outlaw Grain Company at Glen Avon (r. f. d. from Weedman) and Saybrook, Ill. This company has bought the elevator at Glen Avon, formerly property of J. J. Stack.

Incorporation papers have been filed for the Sharp Elevator Company of Somers Township, Ill., by L. J. Saderis, John D. Wilken, N. Christians, Sr., H. Fredericks and J. S. Sharp. The capital stock of the company aggregates \$7,500.

The Hales Elevator Company and the Edwards & Loomis Company and The Kasota Elevator Company have recently been consolidated. The Hales Elevator Company operates a 1,000,000-bushel elevator at Chicago and The Kasota Elevator Company conducts a 1,500,000 bushel plant at Minneapolis, Minn., with offices at Chicago and Minneapolis. The new company will operate as Hales & Edwards Company with offices at 327 S. LaSalle St., Chicago. The president of the company is G. W. Hales; manager and vice-president, S. T. Ed-

wards; secretary, C. W. Hohenadel, and treasurer, G. M. Merchant. The new company will build a modern feed milling plant at Chicago.

A new Richardson Automatic Scale has been installed in the elevator of J. A. McCreery & Son, located at Croft (r. f. d. Fancy Prairie), Ill.

Business was started on February 21 by the George P. Davis Elevator Company on the elevator recently purchased by it from the Cayle Grain & Coal Company, located at Gridley, Ill. The concern was recently incorporated with J. P. Guingrich as manager.

For the purpose of dealing in grain, hay and other farm products, the Farmers' Elevator Company was formed at Royal, Ill., capitalized with stock of \$13,000. Harm. K. Saathoff, R. J. McAlister, F. H. Marron, Martin Hinrichs and John Osterbur were the incorporators.

OHIO AND MICHIGAN

J. S. Underwood now holds Ed. Baldwin's interest in the grain business at Weston, Ohio.

A feed grinder has been installed in the elevator of M. Durham at Coopersville, Mich.

Notice of dissolution has been served by the Favorite Grain Company of Frankfort, Mich.

Chas. Satwell and A. F. Petrie have purchased W. L. Harvey's elevator located at Pierson, Mich.

Repairs costing \$3,000 have been made on the plant of D. M. Brumbach at Fredericktown, Ohio.

S. G. Jewett & Sons of Portsmouth, Ohio, are interested in the erection of a grain elevator there.

The grain business of the Helena Co-operative Company at Helena, Ohio, has been discontinued.

A new elevator is to be constructed at Bigprairie, Ohio, by the Farmers' Equity Union of that place.

Repairs are being made on the elevator of the McClure Grain & Stock Company of McClure, Ohio.

It is probable that the farmers in the vicinity of Greenspring, Ohio, will construct an elevator there.

Plans are being formed by farmer near Colling, Mich., for the operation of a co-operative elevator.

The Rural Grain Company, operating at Weston, Ohio, expects to install an elevator leg for handling small grain.

The capital stock of the Lamb Farmers' Elevator Company, Lamb, Mich., has been increased from \$5,000 to \$7,000.

The gasoline engine in the elevator of Finkenbine & Manning at Anna, Ohio, has been replaced with two electric motors.

Several improvements are to be made on the elevator of Willis Hodge near Catawba Station, Mechanicsburg p. o., Ohio.

The elevator of Ash & Ash at Kansas, Ohio, has been purchased by J. L. Rouze, proprietor of the elevator located at Arcadia.

A 25-horsepower oil engine is being installed in the plant of George B. Farley at Galloway, Ohio, to replace the steam power.

The capital stock of the Spencer-Furrow Company, operating elevators at Piqua, Ohio, has been reduced from \$60,000 to \$30,000.

The Blissfield Co-operative Association of Blissfield, Ohio, held a meeting recently and made arrangements for the construction of a grain elevator.

The elevator at Nevada, Ohio, has been bought by A. B. Smythe and T. R. Aten from Edw. McLaughlin. Mr. McLaughlin will retire from active business.

A new grain and feed elevator, plans for which have been made, is to be constructed at Homeworth, Ohio, by Isaac Bixler & Son of the Homeworth Flouring Mills.

A new up-to-date elevator is to be constructed in the near future at Medina, Ohio, by the Medina Farmers Exchange to replace the one which burned last December.

The grain and coal business of F. D. Jackson at Reading, Mich., has been taken over by the Reading Co-operative Commerce Company. The purchase price is \$4,000.

E. B. and F. S. Stiles, operating a grain elevator at Davisburg, Mich., as Stiles Bros., have dissolved partnership. F. S. Stiles has taken over the interest of his brother.

The MacLachlan Bros. Company has been formed at Soo Junction, Mich., to engage in the grain and milling business. The capital stock of the new company amounts to \$60,000.

Interest in the elevator at Landeck Station (Delphos p. o.), Ohio, has been secured by L. C. Allinger and Frank B. Schmelzer together with A. L. Garman and C. E. Marsh.

The capital stock of the Canton Feed & Milling Company of Canton, Ohio, has been increased from \$225,000 to \$500,000. The company will increase the capacity of the plant, double the number of its elevators and provide for an extension of the supplying of building material. When the elevators are

completed the company will have a total storage capacity of 350,000 bushels.

A Farmers' Co-operative Elevator Company has been formed by the farmers in the vicinity of Vanlue, Ohio, capitalized with \$25,000 stock. The company has for its president, George Russell.

Earl G. Dauterman, Floyd H. Eckert, Edward Patton, Alba B. Brispin, Rolland W. Eckert and Daniel Amos have organized the Liberty Grain Company of Rudolph, Ohio. The capital stock of the company is \$25,000.

Construction has been started on the new elevator of Mr. Horn at Bellevue, Ohio, replacing the one which burned some time ago. The new plant will be of modern construction and equipped with most modern machinery.

The Farmers' Co-operative Elevator Company has been formed at Toledo, Ohio, capitalized with stock of \$100,000. A. H. Buzzard, George W. Easton, P. W. Gologly, C. H. Buzzard and A. Alfred Laurie are the organizers of the concern.

The organization of the Detjen Grain Company of New Knoxville, Ohio, was recently perfected when the officers for the ensuing year were elected. Henry Detjen is president, H. H. Holtkamp vice-president and O. W. Hoerath secretary and treasurer.

Additional machinery, including a cleaner, corn drag and rope drive to head shaft, is being installed in the elevator of the Coldwater Grain & Coal Company at Coldwater, Ohio. The capacity of the plant is being increased, giving additional 6,000 bushels storage.

A 25,000-bushel grain elevator has been constructed on the Detroit, Bay City & Western Railroad by Leslie Mellan at Watertown Station (Sandusky p. o.), Mich. The equipment includes grain and bean machinery and the operative power is furnished by a gas engine.

Incorporation papers have been filed by the Farmers' Co-operative Elevator & Supply Company of Findlay, Ohio. The incorporators of the concern are: C. S. Johnson, Arthur Stahl, Glen Roberts, A. I. Peters, R. W. Peters, W. P. Gray, Samuel Rose and Claude Hartman.

A temporary organization was recently formed by elevator owners and grain operators in Allen, Van Wert, Putnam and Paulding Counties at Delphos, Ohio. W. T. Dolbey is president; A. L. Garman, secretary, with D. R. Riser, A. M. Courtright and Cecil and F. D. Brandt are county secretaries.

MINNESOTA AND WISCONSIN

It may be that a farmers' elevator will be built at Oslo, Minn.

Milling has been discontinued by the Rippe Grain & Milling Company of Fairmont, Minn.

An electric motor is to be installed in the plant of the Farmers' Elevator Company of Morris, Minn.

New coal sheds are to be constructed to the plant of the Farmers' Elevator Company at Chandler, Minn.

A company is being organized in the vicinity of Sebek, Minn., for the purpose of erecting a grain elevator.

The capacity of the elevator of the Bowman Mill Company at Alpha, Minn., has been increased to 22,000 bushels.

Electric motors are being installed in the elevator plant of the Farmers Elevator Company at Truman, Minn.

A new engine is to be installed in the elevator of the Farmers Co-operative Elevator Company of Atwater, Minn.

The elevator of H. C. Timm & Co., at Collins, Wis., has been purchased by Henry Allhiser. The consideration is \$4,000.

The elevator at Revere, Minn., has been bought by the Farmers' Elevator Company. The newly acquired property adjoins the farmers' elevator.

Wiechman & Hoffman have sold their grain elevator, warehouse and corn mill at Forest Junction, Wis., to Kurt Huebner for a consideration of \$5,000.

The elevator of the Burns Elevator Company of Wells, Minn., has been purchased by the recently organized Farmers' Elevator Company of Mapleton, Minn.

Negotiations were recently concluded at Argyle, Minn., between the Argyle Land Company and F. J. Shreck. The elevator of F. J. Shreck was traded for a tract of land by the land company.

The Soo Line, it is reported, expects to build a modern concrete elevator of 1,200,000 bushels' capacity at Minneapolis, Minn. The plant will be electrically operated and improved machinery is to be installed for cleaning, clipping, grinding and bleaching grain.

The elevator and general flour and coal business of G. W. Stewart at Alberta, Minn., has been disposed of by him to a local company headed by George Johnson, who has had charge of the Cargill

house for some time. The elevator is practically new and has a capacity of 20,000 bushels.

T. F. Knappmiller, A. J. Curegla and George Stodola are the incorporators of the Pound-Klon-dike Implement & Grain Company of Coleman, Wis. The capital stock of the company is placed at \$7,800.

Articles of incorporation have been filed for the Moehlman Grain & Produce Company of Madison, Wis. The incorporators of the concern, which is capitalized with \$10,000 stock, were Henry, Fred and Julius Moehlman.

Plans are under way for the reconstruction of the elevator at Lamberton, Minn., the property of the Lamberton Farmers' Elevator Company, which recently burned down. It is probable that the new elevator will be of brick construction.

IOWA

The elevator at Wellsburg, Iowa, is now in the hands of S. Claassen.

At Menlo, Iowa, a 30,000-bushel elevator is to be constructed by C. A. Wildman.

T. J. Harvey expects to build a new elevator at Gowrie, Iowa, in the near future.

The grain business has been entered into at Paton, Iowa, by the Henry Salz Company.

Attempts are being made to organize a farmers' elevator company at Nevada, Iowa.

Hoffman & Himmell of Greene, Iowa, have sold out to the Farmers' Elevator Company.

The Farmers' Elevator Company of Rockwell City, Iowa, is planning to build a new elevator there.

The plant of the Farmers' Elevator Company, Hospers, Iowa, has been equipped with a spout holder.

An up-to-date elevator is to be constructed at Essex, Iowa, it is said, by the Farmers' Shipping Association.

Farmers in the vicinity of Whiting, Iowa, are making strenuous efforts to have an elevator established there.

An automatic scale has been installed in the elevator of H. W. Luers & Co., located at West Chester, Iowa.

The elevator of John Frerichs, Jr., at Dike, Iowa, has been purchased by T. Lyons. The consideration named was \$7,000.

A new farmers' elevator company is to be formed at Clarksville, Iowa. The company will have a capital stock of \$25,000.

The elevator at Epworth, Iowa, on the I. C., has been purchased by E. M. Selker. A new electric motor is being installed.

The Miller Supply Company of Miller, Iowa, has disposed of its elevator and business to Hubbard Grain Company of Mason City.

A six-ton scale with type registering beam has been purchased by the Farmers' Elevator Company of Alden, Iowa, and installed in their Illinois Central Elevator.

L. Saverude is president and W. S. James secretary of the recently organized Farmers' Elevator Company of Hardy, Iowa. The company has a capital of \$20,000.

The manager of the Farmers' Co-operative Association at Humboldt, Iowa, F. J. Funk, has bought the elevator at Clarion, Iowa, and will operate same in the near future.

The elevator formerly owned by the Kunz Elevator Company of Westgate, Iowa, which burned down not long ago is to be rebuilt by the Hoehne Bros. who recently purchased it.

Organization has been completed of the Farmers' Co-operative Elevator Company at Coulter, seven miles west of Hampton, Iowa. The stock subscribed to amounts to \$6,000.

A movement is under way for the organizing of a farmers' elevator company at Ellsworth, Iowa. Either a new elevator will be built or one of the plants located there purchased.

The Bouton Grain Company of Bouton, Iowa, has filed articles of incorporation there. The capital stock of the company is \$15,000. C. A. Jenks, M. B. Jenks and M. P. Cleghorn are the organizers.

The elevator of McGreer Bros. at Coburg, Iowa, is being enlarged. A new double stand of rolls, a cracked corn separator and grader are also being installed. A fireproof power house is to be constructed.

A new 20,000 bushel elevator at New Sharon, Iowa, has recently been completed by the Farmers' Elevator Company. A Philip Smith Corn Sheller and Cleaner, an automatic scale and two electric motors are included in the equipment.

N. B. Updike of Omaha, Neb., is considering the construction of a grain elevator at Sioux City, Iowa. Mr. Updike owns a line of grain elevators in both Iowa and Nebraska. Not long ago he conferred with

the members of the Sioux City Board of Trade concerning the location for a grain elevator.

The New Market Grain Company has been reorganized at New Market, Iowa, by J. S. Harris, Chas. Hipsley and Earl Hipsley. They have purchased the implement business of J. M. Moneyhun and the feed, flour and produce business of Chas. Hipsley.

J. A. Perley was elected president; O. Walker, vice-president; Raymond Oustott, secretary, and Chas. Crabb, treasurer of the recently formed Farmers' Elevator Company at River Sioux, Iowa. The farmers expect to construct an elevator this season.

MISSOURI, KANSAS AND NEBRASKA

W. H. Bair has disposed of his elevator at Fairmont, Neb., to J. S. Dean.

New machinery is being installed in the plant of P. Stepanek, at Friend, Neb.

An elevator at Helena, Mo., has been bought by Carl Andrews of Carden, Kan.

Extensive repairs have been made on the elevator of C. M. Isom at Esbon, Kan.

The elevator of the Fields & Slaughter Company at McLean, Neb., has been closed down.

Jones & Foos' elevator at Bison, Kan., has been sold to the Farmers' Union of that place.

W. S. Reynolds has turned over his grain business at Kirksville, Mo., to A. E. Halliday.

J. B. Williamson has arranged for the erection of a 10,000-bushel elevator at Bates City, Mo.

J. F. Redinger's interest in the elevator at Ridgeway, Mo., was recently sold to C. D. Ury.

The elevator of J. B. McClure at Ford, Kan., has been purchased by the Ford Equity Exchange.

An electric motor has been installed by the O. K. Grain Company in its elevator at Haviland, Kan.

Capitalized with \$6,000, the Farmers' Grain & Supply Company has been formed at Bazine, Kan.

The business of the Rago Grain & Mercantile Company at Rago, Kan., has been discontinued.

A new concrete elevator has been built at Grainfield, Kan., by the Farmers' Business Association.

The Harris & Hough Grain Company of Kenoma, Mo., has purchased the elevator of E. H. Schreiner.

The Stuttgart Elevator Company of Stuttgart, Kan., has leased its elevator to Kistner & Weinman.

F. C. Krotter is interested in the construction of a concrete elevator, to cost \$7,000, at Stratton, Neb.

The elevator of Joe Fisher at Council Grove, Kan., has been equipped with a large electric motor.

Two new grain bins have been erected by the Farmers' Elevator & Supply Company of Montrose, Mo.

A new corn sheller has been installed by J. H. Liggett Grain Company in its plant at Stanberry, Mo.

Plans have been drawn up for the new grain elevator of the Farmers' Co-operative Union at Blair, Neb.

A new roller bearing manlift has been installed in the elevator of Calvert & Bevan at Muscotah, Kan.

The elevator at Croft, Kan., formerly owned by J. R. Clark has been taken over by G. L. Bunsold & Co.

R. E. Hall Lumber Company of Cedar Point, Kan., has arranged for the erection of a large up-to-date elevator.

A new engine has been installed in the elevator of the Morrison Grain Company located at Golden City, Mo.

Contract has been let by the Gingress Elevator Company of Sedgwick, Kan., for remodeling its buildings.

A new concrete elevator has been completed at Red Cloud, Neb., by the Amboy Milling & Elevator Company.

It is said that parties from Lincoln, Neb., are interested in the construction of an elevator at Bellaire, Kan.

At Agnew, Neb., the Farmers' Co-operative Elevator Company has been formed with capital stock of \$25,000.

The Farmers' Union Co-operative Grain Company of Glenvil, Neb., has been formed with \$5,000 paid-up capital.

The elevator of the Lebanon Mill & Elevator Company at Lebanon, Kan., has been equipped with a new sheller.

A Richardson Automatic Scale has been installed in the elevator of the Farmers' Elevator Company of Alida, Kan.

F. W. Gaunt expects to tear down the elevator at Alton, Kan., and replace it with four concrete storage tanks.

A co-operative concern is to be started at Hutchinson, Kan., for the purpose of constructing a terminal elevator with working capacity of 50,000

bushels and a storage capacity of 200,000 bushels of grain. The elevator is to be built in the summer.

A new automatic scale has been installed in the plant of the Crowell Lumber & Grain Company at Concord, Neb.

J. B. English's elevator at Cimarron, Kan., has been taken over by the recently formed Farmers' Grain Company.

The plant of the Farmers' Elevator Company, Damar, Kan., has been equipped with a Richardson Automatic Scale.

The property of the Gering Lumber & Grain Company at Gering, Neb., has been taken over by Stewart Watson.

A modern up-to-date fireproof elevator is to be constructed at St. Louis, Mo., by the Pendleton Grain Company.

A site has been secured by the Farmers' Elevator Company of Schuyler, Neb., on which an elevator will be constructed.

The farmers around Smith Center, Kan., have raised money sufficient for purchasing the elevator and mill located there.

The elevator of the Dickinson Bros.' Grain & Hay Company at La Harpe, Kan., has been taken over by F. L. Raymond.

A new automatic Hopper scale has been purchased by S. J. Douglas and installed in his elevator at Rockford, Neb.

An 800-bushel hopper scale with type registering beam has been purchased by the Farmers' Grain Company of Stockham, Neb.

Plans have been completed by the Cedar Valley Mills, Spalding, Neb., for a new heating arrangement for its elevator and mill.

The Farmers' Co-operative Association has made arrangements for the rebuilding and remodeling of its elevator at Macksville, Kan.

Interest in the Stockham Grain Company at Clay Center, Neb., has been purchased by the Updike Grain Company of Omaha, Neb.

The Millers Grain Company of Coldwater, Kan., is constructing a building near its elevator and will equip it with a 50-barrel mill.

The elevator owned by R. V. Seward & Sons, located at Hardin, Mo., is to be torn down and replaced by one of modern construction.

The Hanna-Pate Grain Company of Joplin, Mo., has purchased the seed, feed, flour and real estate business at 14th and Main streets, Joplin.

John C. Cook, C. L. Archer and B. J. Schneider have organized the Farmers Mill & Elevator of Albert, Kan., capitalized with stock of \$15,000.

The elevator of the T. B. Hord Grain Company at Richland, Neb., has been purchased by the recently organized Farmers' Elevator Company.

A 30,000-bushel elevator is to be constructed at Satanta, Kan., by the Hugoton Elevator & Warehouse Company with headquarters at Hutchinson.

The entire business of the John H. Lynds Mill & Elevator Company at White Cloud, Kan., has been purchased by Wm. Dunkel Mill & Elevator Company.

A 20,000-bushel concrete elevator is to be constructed at Spearville, Kan., by C. C. Jennings. The plant is to be of reinforced concrete construction.

A new 10,000-bushel elevator is to be constructed at De Kalb, Mo., to replace the one which they purchased from A. L. Jones and which they wrecked.

It is said that the Hacker elevator at Herington, Kan., has been bought by W. A. Mears and C. H. Hughes. The new proprietors will operate as Mears & Co.

Jacob Howald has disposed of his interest in the elevator concern of Howald & Winter, Hoyt, Kan., to R. Burns Company. The company now operates as Burns & Winter.

New driveway approaches are being built by the Phillips Farm, Store, Mill & Elevator Company to its plant at Chloe, Mo. A new loading spout has also been installed.

The Co-operative Elevator Company of Bucklin, Kan., has arranged for the construction of a 20,000 bushel concrete grain elevator plant. The building will be put up in the spring.

W. W. Barmby and John Tobaben have purchased the elevator of the Lincoln Grain Company of Lincoln, Neb. The elevator is to be put into first-class condition by the new owners.

An organization consisting of farmers has been formed at Holdrege, Neb., for the purpose of either buying or building an elevator at that place. The union will confine its operations to buying grain and selling coal.

An elevator of 1,000,000 bushels' capacity and costing about \$250,000 is to be constructed this spring, at Wichita, Kan. The plant will be of reinforced concrete with concrete docks. The handling capacity of the plant will be 100 cars per day with

machinery of latest type for cooling, cleaning and drying grain.

The contract is soon to be let by the L. H. Pettit Grain Company of Hutchinson, Kan., for a 100,000-bushel elevator of concrete construction. The plant will cost approximately \$25,000.

A farmers' elevator is to be constructed at Gordon, Neb. An organization has been formed with temporary officers as follows: President, A. L. Davis; secretary, B. S. Leedom.

The Farmers' Union Co-operative Company has been formed at Ashland, Neb., capitalized with stock amounting to \$25,000. P. S. Pollard and Gustav Herr are the incorporators.

At Oakwood, Mo., a Farmers Co-operative Company has been organized. The company, with W. Z. Link as president, will in the near future construct a 30,000-bushel elevator there.

G. H. Teasdale Commission Company has purchased the Central "B" Elevator at St. Louis, Mo., from the Kehler Flour Mills Company. The elevator has a capacity for 600,000 bushels.

New elevator legs have been installed in the elevator of the Mitchell County Farmers' Union located at Beloit, Kan. In addition a new manlift, distributor and other new machinery has been installed.

Work will start on the construction of an elevator at Beaver Crossing, Neb., as soon as a site has been selected. The plant is to be constructed by the farmers' organization which was recently formed at that place.

Articles of incorporation have been filed for the Kenesaw Elevator & Flouring Mill Company of Kenesaw, Neb. The capital stock of the concern amounts to \$20,000. Chas. Mortiz, S. A. Westing, L. L. Weaver, J. H. Augustine and Peter Augustine are the organizers of the company.

INDIANA

The Hobbs Grain Company of Hobbs, Ind., has filed notice of dissolution, as a concern.

C. H. Grube expects to make changes on the elevator at Argos, Ind., which he recently purchased.

On June 1, possession is to be given C. C. Smith and Chas. Wingard of the elevator of Wm. C. Halk at Mongo, Ind.

An air blast car loader is to be installed in the plant of the Studabaker Grain & Seed Company at Liberty Center, Ind.

Brandt & McComas of Frankfort, Ind., have purchased the elevator located at Indianapolis, Ind., from Clinton Cohee & Co.

P. Shahan and Everett Reveal have sold their interest in the elevator at Max (r. f. d. from Lebanon), Ind., to Walter Christler.

The plant of H. Murray & Co., at Goodland, Ind., has been equipped with a Richardson Automatic Scale, made by the Richardson Scale Company.

The elevator formerly owned by the Mt. Comfort Grain Company of Mt. Comfort, Ind., is being enlarged by J. A. McComas. New cleaners, grinders, etc., are being installed.

At Kempton, Ind., the Farmers' Elevator Company has been formed capitalized with \$20,000 stock. The directors of the company are W. M. Orr, J. F. Mott and I. E. Jackson.

The Co-operative Richvalley Elevator Company has been formed at Richvalley, Ind., capitalized with \$12,000. The directors of the concern are D. Rossell, J. A. Irelián and J. S. Thrush.

Articles of incorporation have been filed by the Farmers' Elevator Company of Tipton, Ind., capitalized with \$20,000, all subscribed. Edw., Emil V., and Edw. G. Goeke are the incorporators.

Ura Seeger and A. G. Belts have purchased elevators in Warren County, Ind., located at Marshfield and Johnsonville. Mr. Seeger recently sold his interest in the elevator at Clark's Hill, Ind.

The Grand Rapids & Indiana transfer elevator at Fort Wayne, Ind., has been disposed of by the Egly-Doan Elevator Company to J. W. McMillen & Son of Van Wert, Ohio. The elevator is to be placed into operation the first of June. D. W. McMillen will manage the plant.

At Jamestown, Ind., the Farmers' Elevator Company was recently formed. The capital stock of the company, which will maintain grain elevators, is \$25,000. David H. Shockley, Leslie Peabody, Joseph A. Smith, Robert L. Bennett, Roy S. Nicely, Nathan A. Tucker, P. A. Hackleman, S. E. Ronk and Geo. W. Groves are the directors.

The Indiana Public Elevator Company has been organized at Indianapolis, Ind., capitalized with stock of \$500,000. The concern will be a stock company and will start the construction of an elevator on the Belt Railroad in Indianapolis, in the near future. W. H. Benedict is president and Paul R. Johns is secretary-treasurer of the new concern. The plant is to be built on the unit basis, the first to be built to be known as Elevator "C." This ele-

vator will have a storage capacity for 500,000 bushels of grain with daily transfer accommodations for 200 cars. The plant will be operated by electricity and be equipped with modern machinery, including scales, hoppers, driers, bleachers, cleaners, blowers, etc.

THE DAKOTAS

An elevator at Cayuga, N. D., has been purchased by Gus Norman and Frank Smith.

Farmers near Dolton, S. D., are planning the establishment of an elevator there.

A new cleaner has been installed in the elevator of B. G. Bjornson at Manchester, S. D.

O. E. Canfield has arranged for the construction of an elevator and granary at Sanborn, N. D.

There are plans under way for the organization of a Farmers' Elevator Company at Tasker, N. D.

Walter McBurney has been succeeded in the grain business at Tyndall, S. D., by Walter Wagner.

The elevator and mill at Sisseton, S. D., have been leased by Vaage & Judkins, who will operate same.

The elevator at Glover, N. D., is to be replaced by C. F. Knox with an increased capacity of 45,000 bushels.

The elevator of Otto Orn at Crete, N. D., is now the property of the Farmers Elevator Company of that place.

At Jamestown, N. D., the Homer Farmers' Elevator Company has been formed capitalized with stock of \$6,000.

The elevator, formerly the property of the Western Elevator Company at Rowena, S. D., has been sold to N. C. Libby.

The elevator of the Great Western Grain Company at Minnewaukan, N. D., has been sold to the Andrews Grain Company.

The Minot Flour Mills Company of Minot, N. D., has arranged for the construction of a 75,000-bushel elevator on the G. N. R. R.

It is probable that a new and modern elevator will be constructed this summer at Urbana, N. D., by a farmers' elevator company.

The elevator of Geo. A. Paton at Clear Lake, S. D., has been sold to John F. Huntington of Clear Lake. Possession was given on March 1.

The contract has been let by the Farmers' Elevator Company of Wyndmere, N. D., for the construction of a new elevator costing approximately \$10,000.

An elevator company is being organized at Urbana, N. D., by the farmers. After the company is incorporated a 50,000 bushel elevator is to be constructed.

The contract is soon to be let by the farmers in the neighborhood of Kellys, N. D., for the construction of an up-to-date elevator, of 30,000 bushels' capacity.

At Daviston, S. D., articles of incorporation have been filed for the Farmers Union Co-operative Supply Company. The capital stock of the company aggregates \$100,000.

The Farmers' Elevator Company of Cleveland, N. D., has arranged for the erection of an annex. The new building will contain the cleaning machinery and a feed mill.

Plans have been nearly completed for the construction of a new farmers' elevator at Powell, mail Grand Forks, N. D. The new elevator will probably be of 25,000 bushels' capacity and cost approximately \$5,000.

A 23,000-bushel elevator located at Webster, S. D., has been purchased by S. E. Swanson. Mr. Swanson is manager of the Johnston Farmers' elevator at Marion, N. D. He expects to take charge of the elevator about May 1.

An elevator contract has been let by the Farmers Union Grain Company of Verdon, S. D. The plant will be equipped with a leg, automatic scale, fitted with full platform dump, a 10-horsepower engine, rope drive, manlift, etc.

The work of organizing an Equity Union at Miller, S. D., has been started. The company will construct and operate a farmers' elevator there. A temporary organization has already been formed with G. M. Waters as president and Mrs. M. C. Routh as secretary-treasurer.

Most probably a farmers' elevator will be built at Calvin, N. D., this spring. The proposed elevator will have a capacity of 40,000 bushels and will be located between the two elevators already in operation. If this plant is constructed, the Farmers' Elevator Company will have three elevators in operation, with total capacity of 90,000 bushels.

Plans are under way for the erection of a farmers' co-operative elevator at Grafton, N. D. James McDonald is president and L. O. Torblaa secretary of the recently organized concern. The new company is capitalized with stock of \$10,000 and is to be known as the Grafton Co-operative Elevator &

Mercantile Company. The company will also deal in flour and fuel.

Plans have been formed by the equity to have a 40,000-bushel elevator constructed at Haynes, N. D., to take the place of the one which burned.

A million dollar storage elevator, it is reported, is to be constructed at Watertown, S. D., by the South Dakota Farmers' Association in the near future.

The stockholders of the Farmers' Co-operative Elevator Company of Hartford, S. D., some 271 in number, held a meeting not long ago to determine the legal status of their directors and officers. Recently the directors installed a new manager while the stockholders wished that the old manager be retained, and the stockholders resent this overruling of their wishes.

CANADA

A new 1,000,000 bushel elevator is to be constructed at St. John, N. B., by the Government of Canada.

James Richardson & Sons have equipped their elevator at Kingston, Ont., with an oats cleaning machine.

If present plans materialize, three more elevators are to be constructed at Fort William, Ont., in the near future.

The Gadsby Farmers' Elevator Company of Gadsby, Alta., recently incorporated with capital stock amounting to \$20,000.

About 20 or 30 grain elevators are to be constructed this season by the Alberta Farmers' Co-operative Company in Canada.

At Weyburn, Sask., Canada, the Garner Bros. Grain Company has been formed. The company is capitalized with stock of \$150,000.

The annex to the Davidson & Smith grain elevator at Fort William, Ont., has been started. The contract calls for a \$200,000 plant with a capacity for 1,000,000 bushels.

Work is to be started in the near future on the grain elevator at Spirit River City, Alta., by Mr. Gillespie. It is reported that two new elevators are to be constructed soon by other companies.

WESTERN

An office building has been constructed by the Buhl Grain & Produce Company of Buhl, Idaho.

The Hayden Elevator & Grain Company has been formed at Hayden, Colo., to do business there.

The Conrad Mercantile Company, Conrad, Mont., has bought the elevator of the Johnson Grain Company.

The Crystal Ranch Company of Laramie, Wyo., has sold its elevator to U. G. Holley of Denver, Colo.

The farmers in the neighborhood of Hugo, Colo., are desirous of having a grain elevator established there.

The Morrow County Farmers' Union of Heppner, Ore., are contemplating the construction of a grain elevator there.

A roller bearing manlift and distributor have been installed in the elevator of J. B. McDill located at Brush, Colo.

If present plans materialize, a 25,000 bushel elevator is to be constructed at Clydepark, Mont., this summer by Wm. Rea.

The R. B. Liles Grain Company, consisting of W. O. Drennan and R. B. Liles, operating at Colorado Springs, Colo., has been dissolved.

An outside granary is being constructed by the Farmers' Elevator Company at Fleming, Colo., to handle grain until congestion is relieved.

Plans are under way for the organization of a stock company at Condon, Ore., which will construct, it is said, an elevator costing \$20,000.

The warehouse of the Globe Mills at Calipatria, Cal., is to be doubled in order to be able to handle the present needs of the neighboring territories.

If favorable inducements are offered, Bart Armstrong, president of the Empire Elevator Company of Pullman, Wash., will construct two more grain elevators in the territory adjacent to Pullman.

Ludwig Doering, Andrew Yanke and Christian Doering incorporated the Farmer Union Grain & Lumber Company of Batum (r. f. d. Marcellus), Wash. The concern is capitalized with \$8,000 stock.

The Farmers' Mill & Elevator Company of Hobson, Mont., have arranged for the reconstruction of the plant which burned down not long ago. The new plant will be larger and more modernly equipped.

It has been reported that the Pacific Coast Elevator Company of Portland, Ore., and the Puget Sound Elevator Company have been consolidated. Both the companies have been controlled by the same people, previous to the merger. Until the first

of July the businesses of the two concerns will be conducted under the old names.

The Merrill Grain Company of Ashton, Idaho, has erected a 30,000 bushel elevator at Detonia, Idaho.

Ice jams in the river on which the Midvale Farmers' Warehouse & Elevator Company's plant is located at Midvale, Idaho, placed that plant in a precarious position. The elevator is settling and the grain in the plant is being removed to box cars to guard against loss should the building collapse.

Work has been completed on the construction of the new elevator of the Reservation Farmers' Grain Company at Dixon, Mont. The plant has a capacity of 22,000 bushels of wheat and is equipped with a 6-ton receiving scale and dump, a Richardson Automatic Scale, manlift and other up-to-date equipment.

A HUSTLING HAWKEYE HOUSE

In no line of business, perhaps, is there less relationship between the size of the town and the volume of business transacted by any concern than in the grain business. Of necessity, unless a local mill absorbs all the grain produced in the neighborhood, the grain business has to depend on foreign consumption so that the size of the town has nothing to do with the amount of grain "consumed" by a local elevator. This is borne out by the situation at Inwood, Iowa, where the Klein Bros. Grain Com-



INWOOD, IOWA, PLANT OF THE KLEIN BROS. GRAIN COMPANY

pany handles each year more grain than the town could use in a decade.

The elevator is situated on the tracks of the Milwaukee Railroad and is a well-built house of 2x6 crib construction all through, and with a capacity of 30,000 bushels. The elevator proper is 24x26 feet on the ground plan, 40 feet high to the plate. On one side is an oats annex 24x26 feet in size, and on the other side a flour house 16x26 feet. The house has just been equipped with an electric motor to supply its power, an index of the progressive spirit which animates the company. In addition to the grain handled the firm does an extensive business in flour and feed, carrying on an exchange business in these commodities with farmers from a wide territory adjacent to Inwood.

LUMBER ACCOUNTING IN GRAIN ELEVATORS

Grain elevators are being used more and more as distributors of various supplies in farm communities. For this reason the United States Department of Agriculture has prepared a series of forms to facilitate the handling of lumber accounts by elevators. In many sections transactions in lumber form an important part of the activities of co-operative elevators and these transactions require the use of special records. The forms devised by the department are explained in a new bulletin, "Lumber Accounting and Opening of the Books in Primary Grain Elevators."

Special problems in accounting, this bulletin says, should be taken up through correspondence with the Office of Markets and Rural Organization.

IN the United States Plant Introduction Gardens near Chico, Cal., 1,900 different varieties of wheat are in existence. The Government is constantly experimenting with new kinds from foreign lands and developing new species.

ASSOCIATIONS

CONVENTION CALENDAR

April 14-15.—Western Grain Dealers' Association, Cedar Rapids, Iowa.

May 2-4.—Kansas Grain Dealers Association, Kansas City.

May 9-10.—Illinois Grain Dealers' Association, at Decatur, Ill.

May 23-24.—Oklahoma Grain Dealers Association, Oklahoma City.

July 11-13.—National Hay Association, Cedar Point, Ohio.

September 25-27.—Grain Dealers National Association, Baltimore.

ILLINOIS LOOKS FORWARD TO CONVENTION

The Illinois Grain Dealers Association is making elaborate plans for its convention at Decatur on May 9 and 10. Next month the program will be ready and given due notice.

Secretary E. B. Hitchcock reports that one of the test cases on "non-leaking car claims" has been won in the courts and another was lost. Two more cases are pending and it is hoped that a more decisive opinion will prevail.

NEW CO-OPERATIVE ASSOCIATIONS

As we go to press meetings are being held in Ohio and Indiana for the purpose of organizing farmers' co-operative associations in those states. The farmers of Ohio and Indiana seem to get along pretty well with the regular dealers and few complaints are heard. Or perhaps the farmers are more sophisticated and mix a little salt with the highbinder oratory which seems to take such a firm hold of the farmers of the Northwest. The result of the meetings will be awaited with interest.

NORTH DAKOTA ASSOCIATION ELECTS OFFICERS

With the election on March 2 of F. F. Lane, Sherwood, president; William Holmquist, Reeder, first vice-president; J. M. Still, Beach, second vice-president; M. C. Gaulke, Grand Forks, secretary; L. P. Ormsby, Edgeley, treasurer, the North Dakota Farmers Grain Dealers Association closed its annual meeting at Grand Forks.

The three-day session was the best in the Association's history, the speakers including F. L. McVey, president of the University of North Dakota; John R. Humphreys of Washington, D. C.; P. E. Knudson, Eckelson; M. C. Gaulke, Thompson; J. T. Belk, Henry, S. D.; and Ira D. McVicker, Eagle Grove, Iowa.

WESTERN GRAIN DEALERS MEET IN APRIL

April 14 and 15 is the time set for the annual meeting of the Western Grain Dealers Association, and Cedar Rapids is the place, the Montrose Hotel being the headquarters of the convention. The first meeting will be held at 1:30 p. m. in the assembly room of the Commercial Club. A banquet will be given that evening and the Commercial Club will furnish the entertainment. On Saturday morning at 10 o'clock the final session will be held at which the convention committees will report and the officers for the ensuing year be chosen.

Arrangements are under way for an excellent program of speakers, but the committee has not concluded the program, so that definite announcement cannot be made at this time. The hospitality of Cedar Rapids was tested two years ago and a good time is assured.

NORTHWESTERN OHIO AGAIN ORGANIZED

On February 13 the grain growers, elevator owners and millers of Northwestern Ohio decided to reorganize their association if former Secretary T. P. Riddle could secure enough pledges of support to make the organization worth while. Mr. Riddle made a trip through the territory and found that, while most of the dealers had made money on the last crop, it was only on account of the rise in prices, and that the need of an association was keenly felt.

A new policy was decided upon. The various counties are to be organized separately and a general central body will control the association. On February 18 the central association was organized with H. G. Pollock, Middlepoint, president; and T. P. Riddle, Lima, secretary. District secretaries are D. R. Risser, Vaughnsville; A. M. Courtright, Paulding County; and F. D. Brandt, Van Wert.

It is planned to hold district meetings at which farmers will be invited, and discussions held with the utmost frankness on all questions touching their mutual interests. Mr. Riddle has entered the work with enthusiasm and has already under way a plan for finding the exact cost of handling grain throughout the territory.

MINNESOTA FARMERS MEETING

On February 25 the Farmers Grain Dealers Association of Minnesota finished a three-day convention which was brightened by many addresses of value. George E. Vincent, president of the state university; John R. Humphrey of the Office of Markets, Washington, D. C. At the banquet following the meeting the principal speakers were Fred Hollet, president of the Minneapolis Chamber of Commerce; ex-Governor John Lind, and Hon. J. Adam Bede.

Resolutions were passed approving the Federal bookkeeping system for elevators; approving the National Council; approving the repeal of the provision in the Underwood Tariff Bill permitting grain from Canada to enter this country without duty under reciprocal arrangement.

All the officers were re-elected: President, H. R. Meisch; vice-president, L. A. Smith; treasurer, Adam Brin.

IOWA FARMERS' ASSOCIATION HEARS NOTED SPEAKERS

It must be a source of great satisfaction to the members of the Farmers Grain Dealers Association of Iowa that they were privileged to hear an address from Henry Wallace, editor of *Wallace's Farmer*, on February 15, so short a time before his death. Other speakers of note were C. H. Canby, former president of the Chicago Board of Trade; H. H. Gross, secretary of the Tariff Commission

League; F. H. Newell and Cyril G. Hopkins of the University of Illinois, Lafayette Young, ex-senator from Iowa, and others.

Among the resolutions passed was one condemning the appointment of Louis J. Brandeis to the Supreme Court, and one providing for an investigation of the terminal markets.

The following officers were elected: President, Benjamin Hathaway, Pierson; vice-president, C. H. Nelson, Garner; treasurer, G. M. Dyer, Dickens.

HAY ASSOCIATION ADDRESSES I. C. C.

J. Vining Taylor, secretary of the National Hay Association, has written the following communication to the Interstate Commerce Commission, in which some of the grievances of the hay shippers are stated:

Mr. Chairman and the Honorable Commission: J. Vining Taylor, Secretary The National Hay Association. I represent one of the largest agricultural industries in the country; one which has and is now suffering most of any commodity I know of, moving from West and Middle West to the East, and especially to New York and New England markets.

We regret that we have no suggestions to offer in order that some immediate relief may be brought about to relieve the present congestion or to facilitate the future movement of hay. We do know, however, that thousands of shippers of this commodity are badly handicapped and, in many instances, practically out of business, as far as New England and Eastern markets are concerned, notwithstanding the fact that hundreds of cars are billed to interior points and are properly unloaded when delivered, thereby releasing the equipment for other uses.

We further know that hundreds of cars of hay have been enroute from Indiana, Michigan, Ohio, Illinois and other Middle West and Western points from 30 days to five months, this hay or most of it having been shipped to apply on contracts, this delay thereby causing heavy losses both to receiver and shipper.

We desire to call the Honorable Commission's attention to the present manner in which the embargo notices are issued; the average country agent cannot intelligently interpret these notices and, in scores of instances, acknowledge this to our shippers, thus causing confusion and delays, even when the lines are open for traffic.

The National Hay Association, representing thousands of hay shippers and receivers, desires to go on record opposing any change in the present car service rules and storage charges.

And, furthermore, feel that we should not be made to suffer because of inadequate facilities of receivers of other commodities.

We trust that this hearing may bring out some suggestions which will relieve this most unfortunate and vexatious congestion. We desire to assure the Commission and the carriers that our Association is ready to co-operate fully along any line looking to such relief.

Respectfully submitted, J. VINING TAYLOR.

TRANSPORTATION

The C. B. & Q. Railroad has lifted its embargo on wheat shipments from Nebraska.

The embargo on grain shipments to Port Arthur has been raised by the C. N. Railway.

The Baltimore & Ohio Railroad has placed an embargo on grain from all points to Baltimore. The ruling became effective February 17.

The grain transit rulings at Buffalo were reviewed at Buffalo before a representative of the Interstate Commerce Commission on March 13.

The Gulf, Colorado & Santa Fe Railway has placed an embargo on export grain for Elevator "A" and "B" of the Galveston Wharf Company.

The Interstate Commerce Commission has received a petition from railroad representatives asking for a rehearing of the export grain rate increase case.

The rates on grain from Stamping Ground, to Covington, Ky., and Latonia, Ky., are to be reduced by the Louisville & Nashville Railroad from 12 to 10 cents.

The Burlington Railroad has agreed that wheat should be permitted to be milled in transit on a rate of 30 cents per 1,000 pounds from Montana points to Omaha.

The embargoes of the Pennsylvania Railroad on grain to Philadelphia, of the Chesapeake & Ohio to Newport News and of the Rock Island to New Orleans have been renewed.

The Oklahoma Millers' Association has filed a protest against the increase of one cent per 100 pounds in export rates on wheat from the northwestern part of Oklahoma to Galveston, claiming that it is unjust and unreasonable.

In response to formal complaint of hay and grain shippers of Shamrock, Groom and McLean, on the Amarillo, Texas, division of the Rock Island Railroad, the Railroad Commission of that state called a public hearing. It is claimed that the Rock Island refuses to observe shippers' routing orders, directing the grain to be moved via Amarillo and the Fort Worth & Denver Railroad, and that when the

shipments are routed differently, they lose from two to four cents per bushel on their products.

The Interstate Commerce Commission held that the rates over the Great Northern Railway on grain and other commodities from points in Minnesota and other adjacent states to Duluth and other stations on the railroad at the head of the lakes were reasonable.

New tariffs have been filed by railroads giving reduced rates from Pacific Northwestern points to Gulf ports. The rates, effective March 20, specify a rate of 65 cents on wheat and 70 cents on flour per 100 pounds, 80,000 pounds carload minima, domestic shipment.

The Birmingham Grain Dealers' Exchange of Birmingham, Ala., has petitioned that the Southern Railway and the Northern Alabama Railway reduce their rates on grain from Sheffield and other Tennessee River landings to Birmingham on the grounds that the rates are unreasonably high.

On March 31 the rate on barley (whole) in carloads, minimum carload weight 80,000 pounds, from California to Chicago, will be 50 cents per 100 pounds. The 50-cent rate will apply from the Pacific coast generally to Chicago, Missouri River, St. Louis and Minneapolis and the through rates to points east of Chicago have been canceled.

The export grain rate cases were decided against the railroads on March 2 by the Interstate Commerce Commission. The case involves grain and flour rates from all western points to the Atlantic Seaboard and the proposed advance has been opposed by the grain exchanges and grain shippers in all important centers, including Minneapolis and Duluth.

A rehearing at the request of the Louisville & Nashville Railroad Company in the case of the Kentucky Distillers & Warehouse Company has been granted by the Interstate Commerce Commission only insofar as it involves reasonableness of rates on corn, barley, rye and malt from Louisville to places where branch offices of the distilling company are located.

IN THE COURTS

The Updike Grain Company and the Waterloo Creamery Company are defendants in a suit filed by the Missouri Pacific for alleged undercharges in freight shipments.

In the suit of Dillings & Co., against F. Harris at Lethbridge, Alta., the defendant has been ordered to pay \$1,200 damages. The basis of claims made was the breach of contract for 7,000 bushels of grain.

Suit has been filed by Wesley Hardman against his partner, Chas. P. Kimball, in the grain firm Hardman & Kimball, Woodstock, Ohio, for dissolution of the partnership. He also asks for judgment for \$431.77.

A petition for a rehearing in the case of the Northern Pacific vs. Morton County, N. D., has been denied by the Supreme Court. The case involves leased sites on right-of-way and the railroads maintain that it is a case of double taxation.

Basing their claim on the failure of the George W. McNear Company of San Francisco, Cal., to deliver grain valued at \$16,594 after the beginning of the war, George Tytgat of Ghent, Belgium, a grain dealer, has filed suit to recover this amount.

The United States Court has dismissed the case of the United States vs. the Fort Worth Elevator Company at Galveston, Texas, and its president, charged by indictment with false billing in violation of Section 10 of an act to regulate commerce.

On April 8 at Minneapolis, there will be a hearing given by the District Court to Minneapolis Western Railway whether or not that line can continue charging \$1.50 per car for switching grain from main tracks of roads which own stock of belt line to the elevator and mills.

Judgment was recently handed down in the Supreme Court of Minneapolis against G. W. Rehfeld in the suit of F. A. Monroe for damages incurred on account of failure to deliver 10,000 bushels of wheat and 5,000 bushels of corn as per contract made before the beginning of the war.

A fine of \$1,000 was imposed by the United States District Court of St. Louis, Mo., on the Laser Grain Company of Clarksville, Ark., in an indictment on charges of making false claims to the Iron Mountain Railroad. The indictment was on four claims for damages to peaches shipped to Minneapolis, Richmond, Va., Indianapolis and Harrisburg, Pa.

A verdict has been handed down in the case of the Loudenville Mill & Grain Company against Booth & Edwards of Newcomerstown, Ohio, for damages of \$160 in favor of the complainant. The plaintiffs claim that the Newcomerstown firm on January 12, 1915, contracted orally to furnish a car of wheat of 1,000 bushels. The defendants failed to deliver the car, although the latter knew that the plaintiffs had a market for the grain.

On February 25 the Atlanta-Nashville grain re-shipping case was begun in the Federal Court of New Orleans, La. Last summer the Interstate Commerce Commission ordered the railroads to extend the reshipping privileges to Atlanta and other Southeastern cities or else discontinue it at Nashville. Nashville shippers asked for injunction against the commission's enforcing the decree and this was denied by the Federal judges, sitting at Atlanta.

The Western Union Telegraph Company is defendant in a suit filed by E. E. Horner, of North Yakima, Wash., who alleges that the substitution of the word "wheat" for "white" caused him a loss of \$895 on a grain transaction. The grain company telegraphed in August, 1914, to the Lewiston Milling Company, Lewiston, Idaho, asking for a quotation on barley. Horner claims that he received a reply which read, "Barley almost impossible to buy. Quote car wheat 23 f. o. b. Grandview." It should have read: "Barley almost impossible to buy. Quote car white 23 f. o. b. Grandview." He canceled grain contracts as result, believing that he would be able to buy wheat at the price quoted in the telegram, and these cancellations cost him \$855.

In the suit of *Droge Elevator Company vs. W. V. Brown Company*, Iowa Supreme Court, 151 N. W. 1048, the plaintiff, an Iowa concern, sold feed to the defendant, a resident of Tennessee. After paying for the goods, the latter claimed that they were not in good condition, and the plaintiff's representative effected a settlement and stopped payment on its check. Thereafter, the defendant recovered judgment in an attachment against a Tennessee debtor of the plaintiff. In the action following for the alleged conversion of personal property and money belonging to the plaintiff it was held that, if the judgment was absolutely valid, it was no bar to the recovery of the debt by the plaintiff and so its nullity gave the

plaintiff no basis for a suit for damages as for conversion.

James Shonkweiler has brought suit against the Farmers' Co-operative Grain Company of Harvard, Neb., alleging that the elevator management disposed of 3,300 bushels of his wheat before he authorized the sale. The plaintiff claimed that the wheat was stored in the elevator and was not sold to the company. The court held that there was a sale of the wheat and therefore the defendant company had the right to dispose of the grain at its discretion.

In the *Fort Worth Grain & Elevator Company vs. Walker Grain Company, Texas Civil Appeals, 168, T. S. W. 470*, it was held that where the seller of a car of wheat of warranted grade and quality bought that car from a third party under a like contract and it was found that the wheat did not come up to the grade and quality, the transactions were independent and the buyer could recover the damages from the seller for breach of warranty and the seller, in turn, could sue the third party for a like offense. In absence of special circumstances, the measure of damages in both cases was the same, that is, the difference between the value of wheat at the time of delivery and the value it should have had if it had answered the warranty.

COURT DECISIONS

Railroad Liable for Loss.

(Michigan) Under the facts stated, *held*, that the carrier could not relieve itself from liability for negligent delay in transporting a shipment of beans, on the ground that it had no notice that the beans were in an abnormal condition.

The measure of damages for delay in transporting goods is the difference between the market value at the time and place where delivery should have been made and such value when delivery was actually made.

An instruction that plaintiff, if entitled to recover, should recover contract price of the delayed shipment of beans, at place of delivery at the time it should have been delivered, *held proper*.—*Lyons v. Grand Trunk Ry. Co. of Canada*. (152 N. W. 88).

The measure of damages for delay in transporting goods to market is the difference between the market value at the time and place at which delivery should have been made and the same value when delivery was actually made, whether the difference was the result of a decline in the market or of an injury suffered by the goods in consequence of the delayed delivery.

Where neither the shipper nor the carrier had any reason to believe that the shipment of beans would spoil after four or five days in a closed car, and the beans spoiled in consequence of negligent failure to transport them within a reasonable time, the carrier could not relieve itself from liability on the ground that it had no notice that the beans were in an abnormal condition.

Where, in an action for damages to a shipment of beans, due to negligent delay in transportation, it appeared that defendant retained the money for which the beans were sold, and the contract price was the only evidence of the market price at the place of delivery, the court properly instructed that plaintiff, if entitled to recover, should recover the contract price at the place of delivery at the time the shipment should have been delivered.

Notice of Loss at Point of Delivery.

(Missouri) Requirement of a contract of shipment for notice of claim for loss, to be given at point of delivery or shipment, within four months after delivery, is reasonable and valid.—*Equity Elevator Co. v. Union Pac. Ry. Co.* (177 S. W. 773).

The requirement of a contract of shipment that notice of claim for loss be given at the point of shipment or delivery is not satisfied by mailing it to another point.—*Id.*

There being evidence only that the irregularity in the notice given was waived, and not that a legally sufficient notice of claim of loss required by the contract of shipment was given, the issue of waiver, and not of the giving of the notice required by the contract, should have been submitted.

Any presumption that the initial carrier delivered to the connecting carrier the same amount of corn that the shipper delivered to it, being one of fact, and whether the evidence justified it being a question for the jury, they should not be instructed that they may believe the same amount was delivered, without being

required to first find that the evidence of necessary facts to create the presumption or inference should be believed.

A Mixed Declaration.

(Michigan) Counts in a declaration for the recovery of a shortage in a grain shipment *held* inconsistent, so as to require plaintiff to elect on which he would rely.—*Remer v. Goul* (152 N. W. 91).

Where a declaration for the recovery of the amount paid by plaintiff for the shortage in a car of grain shipped by both parties contained two counts, the first alleging that defendants agreed to sell to plaintiff a certain quantity of grain, but delivered a lesser amount, and the second alleging that plaintiff, as agent for defendants, sold the grain, and was compelled to pay the amount of the shortage, the two counts were inconsistent, and plaintiff could be compelled to elect upon which he would rely.

Where two owners of elevators, each of whom had on hand a quantity of rye less than a car load, agreed to fill a car together, and defendants placed in the car a quantity which they figured about 845 bushels, and sent it to plaintiff, who filled the rest of the car, mingling his rye with defendants', and sold the car load, plaintiff was acting as agent for defendants in making the sale of defendants' grain.

A railroad yardmaster can testify as to the weight of a car of grain from the original card entry made by the conductor who weighed the grain, though the yardmaster was not present at the time, and did not know the conditions under which it was weighed.

Disregarded Rule is Invalid.

(Texas) Rule of railroad which had been systematically disregarded *held* not to serve such railroad as a defense in an action against it for destruction of a shipment loaded in violation of the rule.—*Gulf, C. & S. F. Ry. Co. v. D. S. Cage & Co.* (174 S. W. 855).

In accordance with custom, the I. Railroad through its yard foreman, undertook to switch a car of rice from the spur track of the plaintiff to the tracks of the G. Railroad connecting with it, over which such rice was to be shipped. Upon being notified by the plaintiff that it had notified the I. Railroad to switch such car; the G. Railroad issued to the plaintiff its bill of lading covering the shipment. The I. Railroad neglected to switch the car, which was shortly destroyed by fire. *Held*, that under the general custom, the loading of the car and notice by the shipper to the I. Railroad, made the I. Railroad the agent of the G. Railroad to receive the shipment, and that the issuance by the G. Railroad of the bill of lading, with full knowledge of the facts, was equivalent to delivery of the shipment to the G. Railroad and acceptance by it which gave rise to its liability, as insurer, although the shipment was destroyed before actually coming into its possession.

Membership Lien.

(Minnesota) The Chamber of Commerce of Minneapolis, which was organized under Laws 1883, c. 138, *held* to have authority to provide by rule or by-law that one member shall have a lien on another's membership for indebtedness entered into by virtue of membership in the Chamber.—*Mohler v. Chamber of Commerce of Minneapolis* (153 N. W. 617).

On May 13 and May 14, 1907, the defendant Welch Company had a lien under such rule for \$4,535.07 on the membership of the plaintiff for wheat sold him. It first claimed that title did not pass, and sought to recover in conversion from one to whom the plaintiff had sold. It was defeated. It is held that, in the absence of intervening injury to another, it may still maintain its lien on the plaintiff's membership.

Speculation.

(Massachusetts) Margin transactions are not *per se* illegal, and the fact that an account is entirely composed of them does not warrant recovery against a broker under Rev. Laws, c. 99, § 4.—*Chandler v. Prince* (109 N. E. 374).

In an action against a stockbroker under Rev. Laws, c. 99, § 4, providing that a party employing another to buy or sell securities upon credit or margin intending at the time that there shall be no actual purchase or sale, may recover the value of anything delivered on account thereof, if the broker had reasonable cause to believe that such intention existed, unless he made actual purchases or sales, an auditor's finding that the customer employed defendant to buy and sell securities upon margin contracts, intending all the time that defendant should make actual purchase or sale of such securities as she from time to time ordered, covered all sales ordered by her, including "short sales," that is, sales of stock not owned by her when she gave the order to sell; which finding was not cut down by the further findings that the broker was to carry for her upon margin such stocks as were purchased until their sale was ordered, and that the customer never intended herself to pay the broker in full for all purchases, but intended that after he had made the actual purchase ordered he should carry the securities upon margin and sell on her order or deliver to her any that she might

elect to pay for in full, which merely described the course of business; and a finding that the customer employed the broker to buy and sell securities on her account, intending at the time that he should make actual purchase or sale of securities as she ordered, was a finding of the customer's intention at the time the orders were given.

Compensation for Injury.

(Missouri) A grain conveyor a few feet in front of a shafting, under which an employe had to go to reach the shafting, was not a guard of the shafting, which satisfied the requirements of Rev. St. 1909, § 7828.—*Daniels v. Goeke* (176 S. W. 301).

Where a mill in which an employe was injured had since burned, a sketch made from a photograph to show the position of the shafting, which caused the injury, and its immediate surroundings, which sketch was identified by the witnesses as a fairly accurate representation, and was used merely to illustrate their descriptions, not as independent evidence, was properly admitted, though there was no proof as to when or how the photograph was taken.

Title to Grain

(North Dakota) Evidence held to sustain a finding that plaintiff was entitled to the immediate possession of the grain in controversy at the time of the alleged conversion.—*Dammann v. Schibsky Implement Co.* (151 N. W. 985).

Following St. Anthony & Dakota Elevator Co. v. Dawson, (20 N. D. 18, 126 N. W. 1013), Ann. Cas. 1912B, 1337, held, that the indorsement and delivery of a warehouse receipt for grain passes title to the grain, and that the findings of the trial court that the defendant had converted the flax in controversy is amply supported by the evidence.

Elevator Site Reverts If Not Used.

(Nebraska) Where an elevator had been burned and no steps taken or intention shown to rebuild, as required by the contract under which the conveyance was made, held that title reverted to the grantor.—*Nye-Schneider-Fowler Grain Co. v. Hopkins* (153 N. W. 591).

A subsidiary corporation of a railroad company was the owner of land suitable for an elevator site adjacent to the tracks of the railroad company. The land was conveyed to a grain company without other consideration than a written contract, wherein it was provided that the grain company should build and operate a grain elevator thereon, the railroad company to furnish a "free in-switch" thereto, and in case of the destruction of the elevator by fire, or otherwise, the grain company should rebuild within a reasonable time and on failure so to do title should revert to the grantor. The elevator was destroyed by fire April 3, 1910. Prior to July 27, 1911, the grain company had taken no steps toward rebuilding, nor did it then show an unqualified intention to rebuild. Held, that the title to the land reverted to the grantor.

Promoter's Perfidy.

(North Dakota) A promoter who by issuance of stock to "dummies" for assignment to himself in violation of his agreement not to purchase more than 10 shares held not entitled to complain in equity because the directors sold the balance of the capital stock to deprive him of control.—*Cross v. Farmers' Elevator Co. of Dawson* (153 N. W. 279).

He who comes into a court of equity must come with clean hands, and a promoter of a corporation who has prepared and caused to be circulated a stock subscription form or contract by which some at least of the subscribers to the capital stock of a corporation are made to agree not to purchase more than 10 shares of such stock, and who in violation of such form or agreement has himself, before the capital stock of said corporation has been subscribed in full, obtained control of said corporation by obtaining an issue of stock to "dummies," and which stock he has afterwards had assigned to him, cannot come into a court of equity and complain because the directors of such corporation have taken such control from him by the sale of the balance of the capital stock of said corporation, even though such sale was for the principal purpose of depriving him of such control.

Defining Warehouse in Illinois.

(Illinois) Under Const. art. 13, § 1, and Public Utilities Act, § 10, warehouse and cold storage plant, held a public utility, subject to the jurisdiction, rules, and regulations of the Public Utilities Commission.—*State Public Utilities Commission v. Monarch Refrigerating Co.* (108 N. E. 716).

Const. art. 13, § 1, declares that all elevators or warehouses where grain or other property is stored for a compensation, whether the property stored be kept separate or not, are "public warehouses." Public Utilities Act (Laws 1913, p. 465; Hurd's Rev. St. 1913, c. 111a) § 10, provides that the term "public utility," used in the act, includes every company, etc., which owns or operates directly or indirectly for public use any plant, equipment, or property for the storage or warehousing of goods; that the term "warehouse" in-

cludes all storehouses where grain is stored for a compensation; and that the term "transportation of property" includes any service in connection with the receipt, delivery, refrigeration, storage, and handling of the property transported. Appellant, a domestic corporation doing a general warehouse business, operated a cold storage plant for fruits, vegetables, and dairy products, receiving and storing for shippers and producers residing in and outside of the state, subject to the owner's orders as to return or delivery, and open to its capacity for public use, upon charges fixed by private agreements varying according to the temperature required, the quantity of goods, and the season. Held, that the word "public" meant open to all the people, shared in or to be shared in by the people at large, not limited to any particular class of the community, and that the plant was devoted to a public use and clothed with a public interest, and was a "public utility," subject to the jurisdiction, rules, and regulations of the Commission.

That such Section 10 defines the term "warehouse" to include all elevators where grain is stored for a compensation does not by express mention of the word "grain" exclude all other storehouses where any other property or goods are stored, since the rule that the express mention of one thing is an exclusion of all others is not to be followed to the extent of overriding a different intent clearly expressed.

A construction which would render a law in some of its most essential provisions wholly meaningless and inoperative is to be avoided.

In construing statutes, the intention of the Legislature controls, and the several provisions of the statute should be construed together in the light of its general purpose, and so as to give effect to the intent therein expressed, and, when such intention can be collected

therefrom, words may be modified, altered, or supplied, so as to obviate any repugnancy to or inconsistency with such intention, although in so doing particular provisions may not be read or construed according to their literal meaning.

Public Utilities Act, § 33, providing that every public utility shall file with and as a part of its schedule and shall state separately all rules, terms of storage, or other charges, and contracts that affect the rates charged or any service performed wholly or partly within the state, which rates and charges shall not, without the consent of the Commission, exceed those in effect on July 1, 1913, and allowing the Commission to approve or fix rates or other charges or classifications, authorizes the Commission to determine and fix reasonable rates for all services performed by the public utilities of the state that are subject to the provisions of the act.

The Public Utilities Act, entitled "An act to provide for the regulation of public utilities," which defines certain words and terms as therein used, and explains their meaning as employed in the act, is not in conflict with Const. art. 4, § 13, declaring that no act shall embrace more than one subject, which shall be expressed in its title.

Such act, which does not attempt to define a public utility, but designates the classes of public utilities which are to be embraced within the meaning of the act and subject to its provisions, leaving the question whether a business or industry is a public utility to depend, not upon the legislative definition, but upon the character of the business or service rendered, is an act regulating existing public utilities, and is not objectionable as defining or creating businesses public utilities that were not recognized as such before the act was passed.

FIRES—CASUALTIES

Fire consumed the elevator located at Alexander, Iowa.

The elevator of Fred Ulmer at Lyman, Neb., was destroyed by fire.

The feed store of Bernard Bros., located at Holton, Kan., was burned.

On February 29, Lon Whitford's elevator, located at Nowata, Okla., burned.

The Barnes Feed Company's store, located at Winterhaven, Fla., burned.

A loss of \$5,000 was sustained when fire burned the elevator at Westgate, Iowa.

The elevator located at Clover Station, near Hudson, Wis., was burned not long ago.

Fire totally destroyed the elevator of T. B. Hord Grain Company located at Monroe, Neb.

Fire slightly damaged the elevator of the Equity Exchange at Raleigh, N. D., not long ago.

Fire damaged the feed store of Samuel Cook at Philadelphia, Pa., to the extent of \$1,500.

The roof of the warehouse of the Lewis County Rochdale Company, Ltd., Ilo, Idaho, collapsed.

The grain elevator of J. B. Lightner at Loysville, Pa., burned on February 13 with loss of \$6,000.

On March 1 the farmers' elevator at Gallup, Spink County, S. D., was destroyed with loss of \$40,000.

A slight fire occurred in the elevator at Bourbon, Ind., but was extinguished before any great damage was done.

The smokestack on the elevator of the Farmers Grain & Seed Company at Darlington, Ind., collapsed not long ago.

The feed and flour warehouse of W. S. Meanor & Sons at Carnot (r. f. d. Coraopolis), Pa., burned during the first week of March.

The engine room and contents of the Farmers Company operating at Rosalie, Neb., has been destroyed by fire on February 19.

Thorp Bros.' Elevator located at Billings, Okla., was damaged by fire on February 27. The blaze was confined to the engine room.

Walter Roberts' building at Alexandria, Va., burned with losses of \$25,000. Mr. Roberts was engaged in the grain and feed business.

Sacks of seed oats, corn, clover and timothy seed in the feed store of George Pfeifer at Arcola, Ill., were mixed and tampered with by vandals.

The elevator, together with about 30,000 bushels of wheat, owned by the Grain Growers' Grain Company at Fort William, Ont., burned on March 6.

Fire completely destroyed the John Mullaney elevator located at Beresford, S. D. Because of inadequate fire protection, the flames could not be checked and in a short time the entire elevator was

level with the ground. The loss entailed is said to have been \$5,000. It is said that the owner will rebuild the plant in the near future.

A loss of \$8,000 was sustained by Quinn Bros. when their elevator at Maywood, Mo., burned down on February 28. An insurance of \$2,500 was carried.

The seed warehouse of William Rennie Company at Toronto, Ont., burned with a loss of \$200,000. The fire was evidently caused by defective wiring.

The Government Elevator at Reston, Man., was burned not long ago together with about 15,000 bushels of grain. The fire was supposed to have been incendiary.

James Miller, employed in the elevator of the Central Elevator & Grain Company, Toledo, Ohio, was caught in the machinery of the plant and seriously injured.

A slight fire in the warehouse of John T. Gibbons & Co., at New Orleans, La., did damages of \$300. The building is being torn down and is to be replaced by a new modern elevator.

Spontaneous combustion caused a blaze which damaged the Cleveland Grain Company's plant at Cincinnati, Ohio, with an estimated loss of \$1,500. Two thousand bushels of grain were stored in the elevator at the time of the fire.

On February 25, fire consumed the grain elevator owned by the Farmers' Co-operative Company at Grimes, Iowa. The fire is supposed to have started from a defective flue. The loss is estimated at \$8,000, fully covered by insurance.

The Atlantic elevator at Nashua, Minn., burned. The fire started when an employe dropped a lantern from the bin in the top of the building to the ground. Before he could reach the floor the building was on fire and the flames could not be checked.

On February 18, the grain elevator and freight house of the Michigan Central at Union City, Mich., burned. The buildings contained several thousand bushels of grain and a considerable amount of freight at the time of the fire. The loss is \$10,000.

The two warehouses of M. L. and Thomas Fernandez at Pinole, Cal., were destroyed by fire on March 6. The buildings contained 500 bales of hay valued at \$9,000 and the buildings were listed at \$10,000. It is thought that tramps set the buildings on fire.

On February 18, Albert H. Kingsbury, manager of the Farmers' Elevator at Auburn, N. D., was accidentally killed. Mr. Kingsbury had been with his helper cleaning and loading flax at the elevator. When closing time came, he could not be found. After making a complete search, the helper found his body between a floor joist and the main shaft. Mr. Kingsburg is survived by his widow and eight children.

HAY, STRAW AND FEED

At Gering, Neb., C. D. Snyder & Son have opened a feed business.

M. Howard has started a feed and grain store at Providence, Ky.

The hay business has been entered into by Edw. M. Shell of Fort Wayne, Ind.

Z. Bishop has bought the feed store of W. E. Kreitner located at Cairo, Ill.

Palmer & Carrare are now engaged in the hay business at New London, Ohio.

The feed store of W. H. Baker at Ligonier, Ind., has been sold to Fayette Lepird.

E. Davis Mix succeeds Caldwell & Warner as feed dealers at Natural Bridge, N. Y.

A feed, flour and seed store is to be opened at Waterloo, Iowa, by A. C. Wilford.

M. S. Hiles has bought the feed and flour industry of John Sidie at Viroqua, Wis.

Storerooms have been leased by Botzum Bros., feed and flour dealers, at Akron, Ohio.

A. C. Getty has sold his feed and flour business at La Farge, Wis., to Chas. Hamilton.

A new feed store has been opened at South Frankfort, Frankfort p. o., Ky., by W. L. Morris.

The Gering Feed Company of Gering, Neb., has taken over the feed business of Thomas A. Jones.

On March 1, the feed establishment of Melvin Hodgson at Grand Ridge, Ill., was discontinued.

The Centerville Feed Supply Company, Centerville, N. Y., has voluntarily dissolved as a company.

A new feed and flour store has been opened up at Cass Lake, Cass County, Minn., by John D. Mackey.

A new feed and grain store is to be established at Waterbury, Conn., by the Spencer Grain Company.

The Marion Feed Company of Ruth, N. C., has opened up a wholesale and retail feed and flour store.

Boschma & Johnson of Ardmore, S. D., have been succeeded in their feed and flour business by Sam Boschma.

The Seabury-Iddings Company has sold its feed business at Logan, Iowa, to the Farmers Mercantile Company.

P. R. Ebbe and several others have incorporated the Tri-County Equity Hay Association at Marshfield, Wis.

The business of the Scioto Coal & Feed Company of Kenton, Ohio, has been purchased by Frank H. Bogardus.

A new feed and flour establishment has been opened up at Brimfield, Ill., by U. S. Overen and J. S. Harker.

The feed business of William Thompson at Pierrepont Manor, N. Y., is succeeded to by Thompson & McConnell.

The City Feed Company now occupies its new quarters at Thirteenth Street and Trade Avenue, Hickory, N. C.

The Haight Milling & Mercantile Company's feed business at Montrose, Pa., has been taken over by E. W. Watson.

The Bohm warehouse at St. Paul, Minn., has been purchased for \$15,000 by T. F. Cullen & Co., feed and flour dealers.

The feed and flour business of Chas. H. Kirby at Medford, N. J., has been taken over by Fred Boyd of Mt. Holly, N. J.

For \$6,100, S. H. Dunton's feed establishment and all its appurtenances at Colfax, Iowa, were sold to J. J. Richmond.

Yousey & Noftsier, operating as feed and flour dealers at New Bremen, N. Y., are succeeded by C. F. Yousey & Co.

B. G. Cooper has bought out Geo. F. Smith and C. J. Ferguson's interests in the B. G. Cooper Feed Company, East Alton, Ill.

The Engebretson Flour & Feed Company at Cedar Rapids, Iowa, has sold its business to Wm. Aldinger, Jr., and Fred Paulus, Jr.

Olley & Osborne, feed and flour dealers at Racine, Wis., have dissolved partnership. John Osborne's interest has been purchased by Geo. Olley.

Negotiations have been completed between the Northwestern General Trade Company and E. S. Burgon & Son of Spokane, Wash., whereby the members of the trading company receive an interest in both firms. Under the name of the Northwestern

General Trading Company they will deal in feed, hay, grain, produce, etc., besides general merchandise and farm implements.

The Edmundson-Ford Hay Company of Galveston and Houston, Texas, has arranged to put into operation two presses at Houston of 300 tons' daily capacity.

A new company, to be known as the Dalton Trading Company, has been formed at Zillah, Wash., to conduct a general business, including feed, flour, wood, etc.

Albert Miller & Co. of Chicago, Ill., report that the market for Timothy hay is improving and predict higher prices. The shipments where possible to secure cars.

Spurlin & Tate of Richmond, Ky., has bought the feed business of James A. Wallace, located at Irvine, Ky. G. E. Spurlin and Elmer Tate are members of the new concern.

The Plosser-Knecht Grocery Company of Birmingham, Ala., has let the contract for the construction of a feed and flour store. The structure will cost about \$5,000.

S. O. Richardson & Co., of Clarksville, Tenn., has changed its name to the Richardson Coal & Feed Company. The concern will carry a full stock of hay, corn, oats, etc.

Glenn Miller and F. W. Parsons of Corry, Pa., will conduct a feed, grain and flour business as Miller & Parsons. A warehouse is to be built by them in the near future.

The feed, coal and lumber business of Roy W. Gibson at Edmund, Wis., has been disposed of by him to C. C. Wharton of Sherlin, Ill. Possession was given on February 25.

E. E. Lawless' interest in the feed business of Bechter & Lawless at Independence, Iowa, has been disposed of to Thos. Broom. The name of the concern will be Bechter & Broom.

The Norlina Feed & Grain Company of Norlina, N. C., has been formed with a capital stock of \$25,000. The incorporators were: W. E. Pratt, W. E. Duke, A. S. Oliver and S. M. Rogers.

At Cortland, N. Y., the Farmers Syndicate, Inc., was formed to deal in hay, feed and grain. The capital stock amounted to \$60,000. Ed. Homer, S. A. Stinard and G. M. Stoddard were the organizers.

Charles Martin's interest in the feed and flour firm of Martin & Horner, operating at Kewanee, Ill., has been disposed of by him to Robert T. Otley. The firm will in the future be conducted as Otley & Horner.

At Evansville, Ind., the National Hay & Grain Company was formed to deal in hay and grain. The capital stock of the company, the incorporators of which are E. F. Goeke, E. V. Goeke and E. G. Goeke, is \$10,000.

The B. J. Prater & Co., wholesale hay and feed dealers at Terre Haute, Ind., has filed a request for permission to change its name to Prater-Mottier Company. Harry Mottier is to become a member of the firm.

A modern building, 60x160 feet, has been constructed by J. B. Roux at Farrell, Pa., to be used as feed and flour warehouse. A steel elevator of 25,000 bushels' capacity is also under course of construction.

The plans under way by the Omaha Commercial Club for the establishment of a hay exchange are meeting with success. On account of the organization is given in the "Terminal Markets" Department of this issue.

Larkin-Dorrell Company, Inc., was organized at Manassas, Va., for the purpose of buying up the feed business of J. R. Larkin and James R. Dorrell. The capital stock of the company is \$55,000 maximum and \$5,000 minimum.

A molasses feed plant is to be constructed and operated at Milwaukee, Wis., by the Milwaukee Grain & Feed Company. The structure will be of reinforced concrete and brick construction, three stories high, 125x41 feet and will cost in the neighborhood of \$25,000.

The Martin Mullally Commission Company of St. Louis, Mo., says on March 10: "Shippers that have hay on hand and can ship it now should do so promptly and get it on the market while the receipts are light. Later on when the country roads improve receipts of hay will increase very materially as there is a great deal of hay in most sections of the country

to be shipped and don't think there is any good in holding hay this year."

The feed and flour business of R. H. Dunn at Williamsburg, Iowa, has been sold to the Eastern Iowa Flour Company of Cedar Rapids, Iowa.

At Van Wert, Ohio, Joseph E. Mohr, Simon A. Borden, H. H. Ludwig, C. A. Doner, C. E. Holmes and S. E. Johnson have organized the Van Wert Hay & Grain Company. The company has a capital stock of \$15,000.

Articles of incorporation have been filed for the Stoughton General Feed, Artificial Ice & Coal Company of Stoughton, Wis. The capital stock of the company is \$30,000. The incorporators of the company were W. H. Dearborn, J. C. Bickley and Dr. C. S. Toay.

GRAIN VS. HAY IN CALIFORNIA

BY H. A. CRAFTS.

In California the hay business and grain business are so intimately interwoven that it is sometimes hard to tell "tother from which." This is by reason of the fact that grain hay constitutes about fifty per cent of all the hay produced in the State, and California is a large producer of hay. The crop of 1914 is estimated at about five million tons.

Comparisons are best arrived at by a reference to the returns of the census of 1910. These showed that in the year 1909 the hay crop of the state covered 2,533,347 acres, and of this area, 1,604,745 acres were in grain hay. The total hay crop amounted to 4,327,130 tons, and of this amount 2,019,526 tons were grain hay.

This vast output of grain hay is divided between wheat, oats and barley, and these grains when designed for hay are cut in the milk; and whether a field of grain shall be cut as hay or left to ripen and be threshed for grain depends both upon the quality of the crop, and the comparative current prices of hay and grain.

If wheat, oats and barley are high in the grain it may be taken for granted that these crops will be cut as grain, and it stands to reason that some pretty poor stands will go through the thresher.

But if grains are low and hay is high some pretty good grain fields will be cut in the milk, and go onto the market in bales instead of in sacks.

Now the rainfall, as well as the markets, has an important bearing upon the problem; not only in deciding the amount that shall be taken from an acre, but upon the nature of the crop to be harvested; and some queer tricks are sometimes played by the California winter rains. Two instances were cited to me the other day by the manager of the hay department of a large hay and grain commission house in San Francisco, which illustrates the point:

Early in a recent winter the owner of a big ranch in Merced County, down in the San Joaquin Valley, bought of this house a carload of very fine red oats and had them shipped to the ranch with the intention of sowing them as soon as the ground could be plowed.

But before the plowing could be done, heavy rains came on, and the ground was rendered unfit to work; and the rains continued and the plowing waited. It happened, however, that the ground which had been intended to be seeded to the red oats, had produced a crop of oats the season before and a certain amount of seed had been left upon the ground; and this seed, under the influence of the rains and much mild weather, sprung up, and with a certain amount of other volunteer stuff soon clothed the fields in deep green.

So all the rancher could do was to stand by, save his seed oats and watch a very abundant crop of hay grow up before his eyes. It all resulted in the harvest of a big hay crop, which in time was shipped to the San Francisco house, together with the carload of seed oats which earlier had been purchased from it. Both sold at good prices; so the rancher was tricked by nature into a very feasible enterprise and some very easy money.

The other instance was a chapter in the experience of the San Francisco house itself, which owns and operates a big ranch in connection with its other business. It had made all preparations to plow and seed about 3,000 acres to oats, and had already shipped the seed, when the rains came on and served them the self same trick that they served the Merced County rancher; but nothing was lost thereby; on the contrary a bundle of good money was realized from a big crop of volunteer hay.

The conditions bringing about these results prevailed during the season of 1913-14 to their fullest extent, and as a consequence California harvested a hay crop of tremendous proportions; in fact, the state was literally swamped with hay.

Of course, under the stimulus of high prices, every acre that is available is being put into wheat; and it goes without saying that all grain, whether it be wheat, oats or barley, that will pay for threshing will be allowed to ripen, and will be put through the mill, and that the hay harvest will be a secondary consideration.

Would You Like to Add
\$1,000^{.00} TO \$5,000^{.00}
To Your 1916 Profits?



Did you read our advertisement with this heading in the February issue of this paper?

We were surprised at the large number of responses we received.

They plainly indicated that grain elevator men were alive to the fact that there is "GOOD MONEY" in the feed business, especially if "GOOD FEEDS" backed by a "GOOD RESPONSIBLE" manufacturer were handled.

You will be surprised at the BIG BUSINESS you can do, not only on

SCHUMACHER FEED

but on all our various brands of Dairy, Horse, Hog, Cattle and Poultry Feeds.

If you did not write for "Our interesting *profit-making* proposition for Grain Elevator men"—DO IT NOW—get into line with the big lot of progressive elevator men who so quickly responded to our first advertisement.

It means a lot of *extra money* for you in 1916.

We are running right now in the leading farm journals a monster advertising campaign—double page spreads and single pages—creating a tremendous demand for our feeds. Now is the big feed selling season. Get busy and get lined up at once. Get this extra profit and at the same time start building a permanent, money-making addition to your regular business.

Buy the farmers' grain—sell him our feeds instead. A double profit for you and a money-making proposition for the farmer.

Write to us today—simply say—"I am interested—send me full information".

ADDRESS:

The Quaker Oats Company,
Chicago, U.S.A.



CORN SELECTION DETERMINES YIELD

The growing importance of Southern grain is illustrated in the comprehensive bulletin which the North Carolina College of Agriculture has recently issued on the subject of "Selecting Seed Corn for Larger Yields." The bulletin covers all phases of the subject in a most complete manner and the information which it contains, if followed, will be of inestimable value to the growers and shippers of the state. Whether the advice will be followed is another matter.

First of all, the importance is pointed out of selecting corn in the field rather than in the bin or barn, as the growing habits of the corn have so much to do with its producing value. Thus a stalk which bears two or three well-filled ears is better to propagate than a stalk which bears but one ear. The root and leaf, height of stalk, and height



THREE TYPES OF EARS

(Left to Right) 1—Too Much Space Between Kernels and Poorly Filled at Tip; 2—Ear Undersized; 3—Well Shaped Ear.

of the ear are also features which have to be considered in improvement of yield. These several features are described at length and admit of no mistakes if the advice is carefully followed. The use of breeding plots is also fully described and the value of this method explained. Type is as follows:

"Shape.—The cylindrical ear, No. 3, is the best type, as it is the one which generally yields the highest percentage of grain to cob and the largest total amount of shelled corn per acre. The rows of kernels should run parallel the full length of the cob, without change in shape or diminution in size, or, if so, but very slightly. If the ears are tapering toward the tip there is a suppression of yield, due to one or both of two causes, viz. (1) diminishing size of kernels at the tips; (2) dropping rows of kernels an inch or so from the tip end.

"Length and Circumference.—The length to circumference should be about as four to three, i. e., if the ear is eight inches long its circumference should be approximately six inches when it is measured about one-third of the way from the butt to the tip. This allows of a production of the largest yield. Too large circumference usually indicates small, narrow kernels of low vitality and poor feeding value.

"Filling of Butts and Tips.—The more perfectly ears are filled out at butts and tips, the larger the percentage yield of corn. It is possible, by rigid selection of ears filling compactly at butts and tips, to increase within a few years the annual yield over corn in which no consideration is given to these characteristics.

"Number of and Distance Between Rows of Kernels.—The number of rows to the ear should be comparatively large and the distance between them very small to secure the highest percentage yields. Wide *sulci*, or distance between rows, indicate reversion to an inferior type that it will not justify the farmer of today to grow. In the illustration is strikingly shown the difference in the solid setting of corn on (1) and (3). In (3) there is little or no distance between the rows, while in (1) there is considerable."

James L. Admire recently entered the seed business at Antlers, Okla.

Nicholas Banahoon has moved his wholesale seed business from Agra to Kirwin, Kan.

Seed grain is to be handled in the future by the Gifford Elevator Company of Gifford, Ill.

N. J. Olson & Co., seed dealers of Moorhead, Minn., have installed an Automatic Stroke Measure Machine.

J. W. Cook is president and C. A. Gearhart is secretary of the recently formed Ohio Seed Improvement Association of Columbus, Ohio.

The Governor of Iowa proclaimed the week from February 28 to March 4 as seed corn week. Growers were to test their seed corn during this period.

The Vaughn Seed Company of St. Johns, Mich., has purchased the building formerly owned by E. C. Smith, which it has occupied since October last.

A new grain drier system, roller bearing manlift and other new machines have been installed in the new seed plant of the C. Herbert Coy Seed Company located at Valley, Neb.

At Oshkosh, Wis., the Oshkosh Seed Company has been formed, capitalized with \$1,000 capital stock. Carl Roewekamp, H. Roewekamp and G. L. Born were the organizers.

An order has been received by the Rochelle Seed Company of Rochelle, Ill., from the Illinois Experiment Station for 970 pounds of sweet clover seed and 400 pounds of Alsike clover seed.

The Milot-Mills Company at Wenatchee, Wash., have added a new department to their business. The new department will handle seeds of all kinds, including field and garden seeds and flower seeds.

A. E., A. H. and E. E. Barkemeyer have filed incorporation papers as the Barkemeyer Grain & Seed Company at Great Falls, Mont. The capital stock of the new company is \$50,000, of which \$25,000 have been already subscribed.

The Northwest Minnesota Seed Growers' Association has been formed at Moorhead, Minn. The officers elected were: President, C. C. Williams; first vice-president, W. V. Longley; second vice-president, I. C. Bergh; secretary-treasurer, F. L. Kennard.

The Page-Clark Seed & Nursery Company of Billings, Mont., was recently incorporated and will soon establish a great nursery for growing Montana seeds. Hugh D. Page is president; Edwin Bolt, vice-president; W. A. Brockway, secretary-treasurer. The company will construct a large warehouse on the Northern Pacific right-of-way for the use of the seed department.

Not only will the farmers have to pay roundly for whatever seed they have to buy this year, but also the flower lover will find that his fancy comes high this season. Large quantities of flower seeds and bulbs are imported from Europe. Those countries are finding other occupation this year and more profitable ways of utilizing their fields. Tested seed of every variety is high, but untested seed will prove to be higher in the long run.

Blue Earth County Pure Seed Association held its annual convention and seed show beginning February 23. Seed shows throughout the country are attracting unusual attention this year, and the Blue Earth was no exception, the interest shown never having been exceeded. Corn was the object of greatest concern and every visitor who attended went away impressed with the necessity of testing his corn before planting if he wished to get a stand.

In an exhaustive test of seed corn recently made by the International Harvester Company in Minneapolis, samples from every part of the state were tested for germination. Much of the seed that looked perfectly good failed to germinate. This emphasizes the extreme need of testing all seed this year, warnings having been issued by experts in all parts of the country. It is estimated in Minnesota that \$7 per bushel will not be an excessive price for guaranteed seed corn, and the results of this and other tests seem to warrant that estimate.

SEED DEALERS IN FIGHTING MOOD

In the recent past a great deal of opposition has been aroused among members of the seed trade, and especially among those directly interested in New Jersey markets, against a bill introduced by Assemblyman Roberts in the New Jersey State Assembly at Trenton. This bill, known as Assembly Bill No. 34, which applies to all grass and clover seeds as well as garden seeds, is out of the ordinary in as

much as it calls for both purity and germination in garden seeds. Mainly on the ground that such a bill is decidedly impracticable, dealers have expressed much dissatisfaction and are inclined to fight the measure somewhat vigorously.

CLOVER SEED

Southworth & Co., of Toledo, Ohio, give the following report on clover seed March 13:

"Germans were the only bulls this week. They sank the freighter Maroni with 8,000 bags of clover, and took this large quantity off the market. That was one place where clover touched bottom. Another place was on the big break. Market hasn't recovered yet. Cash lost \$1.10 for the week. March lost 65 cents. Cash lost 45 cents of premium. Liquidation by scattered longs caused it. They got that tired feeling.

"Principal holders sat tight. Willing to take all offerings at the decline and add to their lines to any extent. Do they want the seed? Or are they endeavoring to strengthen their position? If there is any merit on the bull side it must show soon. Here we are along near the middle of March. Weather has been rather wintry, but looks more springlike now. About time for that demand to put in an appearance. How far have eastern dealers supplied their requirements with foreign seed? In spite of predictions, foreign seed keeps coming in. New York imports this week 11,973 bags, in spite of the 8,000 bags lost.

"Toledo stocks keep increasing. They gained 600 bags this week. Excess of receipts over shipments is 24,000 bags this season, the largest since the big 1908-09 season. Shipments are the smallest on record. Stocks here are now well over 30,000 bags. In usual season stocks are decreasing rapidly at this time."

SPAIN has decided to permit the entry of 200,000 tons of wheat free of duty. This has proved an effective means of controlling the price in that country.

LOCAL grain dealers' meetings are being held throughout the corn belt to devise means of handling the damp corn. Some dealers are refusing to handle it at any price. All are advocating that the farmers hold back as long as possible.

EXPERIMENTS are being conducted at Reno, Nev., in the state university to determine the feed value of the various crops of alfalfa for the three cuttings of the season. The claim has been made by stockmen that the first crop is best and the second and third crops do not make good feed for stock.

Grain and Seeds

SEEDS WANTED

Mammoth and Medium Clover Seed. W. G. TRUMPLER, Tiffin, Ohio.

SEEDS FOR SALE

For Kaffir Corn, Feterita, Cane of all kinds, Millet, Turkey Wheat, Milo, Sudan Grass. Write W. J. MADDEN, Hays, Kan.

FOR SALE

Pure Gold Mine and Boone County White Seed Corn, \$1.50 per bushel. Samples free. J. F. FEIGLEY, Enterprise, Kan.

FOR SALE

For White Blossom Sweet Clover Seed, scarified for full, quick, germination, write YOUNG-RANDOLPH SEED CO., Owosso, Mich.

FOR SALE

Sudan grass seed, recleaned 1915 crop, high germination test. Write for prices and samples. BARKE-MEYER GRAIN & SEED CO., Great Falls, Mont.

SEEDS

SEED CORN FOR SALE

White Elephant, largest yielding early corn grown. G. MANVILLE, Faucett, Mo.

FOR SALE

Choice Wisconsin and Minnesota grown Clover and Timothy. Write for samples and prices. G. H. KRUMDICK CO., Winona, Minn.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

GRAIN FOR SALE

Wanted, buyers of white, hard and red milling wheat to advise their wants. We can supply you. FARMERS' GRAIN CO., Railway Exchange, Denver, Colo.

FOR SALE

Good seed corn at reasonable prices. High germinating, 1914 crop; dry, well-cured seed corn for immediate delivery, car lots or less. Write today for samples. DAKOTA IMPROVED SEED CO., 142 Main St., Mitchell, S. D.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian,hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

THE WHITE GRAIN CO.

Buyers and Shippers of Carload Lots

Wheat, Oats, Maize, Kaffir, Feterita, Millet, Cane Seed, Ear and Buck Corn, Alfalfa, Bermuda and Prairie Hay.

When you have anything to sell, write or wire us. If you want to buy do likewise.

Connection at every Station in the Panhandle.

AMARILLO, TEXAS LUFKIN, TEXAS

CHOICE WHITE SEED CORN

We have a limited amount of the famous Scioto Valley White Corn suitable for seed. We guarantee satisfaction. Price \$1.10 f.o.b.

PORTSMOUTH, OHIO

THE GRIMES-STRICTMATTER GRAIN COMPANY

Kentucky Blue Grass and Orchard Grass Seed
Our Specialties.

THE C. S. BRENT SEED CO. LEXINGTON, KY.

We buy and sell Grass and Field Seeds,
Seed Grain and Garden Seeds.

SOUTHERN SEED

Large quantities. All types Cowpeas, Velvet Beans, Soy Beans, Cotton Seeds, Corn Seeds, Watermelon, Sorghum and Peanut Seeds, Sudan Grass Seed, Bermuda Seed, Vetch Seed, etc.

N. L. Willet Seed Co., Augusta, Ga.

WE are IMPORTERS

RED CLOVER

Write for samples and prices.

JOHN J. BUFFINGTON & CO.
BALTIMORE, MD.

SEED OATS

will prove a scarce article this year, in fact all seed grains will be hard to obtain. We have some fancy re-cleaned White Oats, which in our judgment, may be used for seed. Samples may be had for the asking. Embrace the opportunity and supply your needs early.

ROSENBAUM BROS., 77 Board of Trade Bldg., Chicago, Ill.

HIGH CLOVER PRICES

are due to shortage in domestic yield. How much of deficiency will imports make up? March is month of big demand. High prices mean wide fluctuations and investment opportunities. We offer complete service in world's largest clover seed market. Write for special Weekly Review.

SOUTHWORTH & CO.

Second National Bank Bldg., TOLEDO, OHIO

WESTERN SEED & IRRIGATION CO.

Offer High Test Seed Corn

CROPS 1914 and 1915

Write or wire for prices stating quantities required.

FREMONT

NEBRASKA

WE BUY AND SELL

Seeds

Write Us Your Needs

SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

NEW CROP RED CLOVER DWARF E RAPE

WHOLESALE ONLY
JUST ARRIVED FROM EUROPE
ASK FOR PRICES

I. L. RADWANER, - New York City

Write for our attractive prices on

NEW CROP RED CLOVER

WM. G. SCARLETT & CO.,

729-735 E. Pratt St.,

BALTIMORE

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

SEED

Any Old Kind Won't Do. Send to a market where your wants can be supplied to the best advantage.

A Good Place to Trade

Our business growth shows we are giving satisfaction to the trade. Buyers or sellers correspond with us.

FIELD AND GRASS SEEDS

That Comply with Pure Seed Laws

THE ILLINOIS SEED CO.

CHICAGO

RUDY-PATRICK SEED COMPANY

N. E. Cor. Ninth and Santa Fe Sts. KANSAS CITY, MO.

ALFALFA, MILLET AND CANE

We will be pleased to submit samples and prices upon application.

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

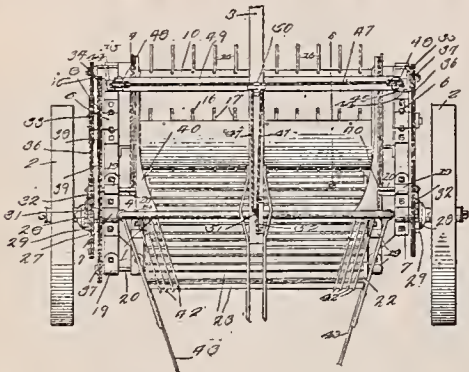
GRAIN TRADE PATENTS

Bearing Date of February 8, 1916

Apparatus for Removing Seed, etc., from Flax and the Like.—Theodore Kreipe, Floral Park, N. Y., assignor to Victor E. Freeman and Louis P. Whitaker, New York, N. Y. Filed May 27, 1915. No. 1,170,646.

Bean and Pea Lifter and Cleaner.—Abel Dintaman, Alto, Mich. Filed August 25, 1914. No. 1,170,616. See cut.

Claim: In a machine of the class described, a revolvably mounted drum, means for supporting the same, the said drum having radially extending arcuate slots in the end thereof, and spaced slots on the periphery thereof, longitudinally extending shafts within the said drum having the ends thereof extending through



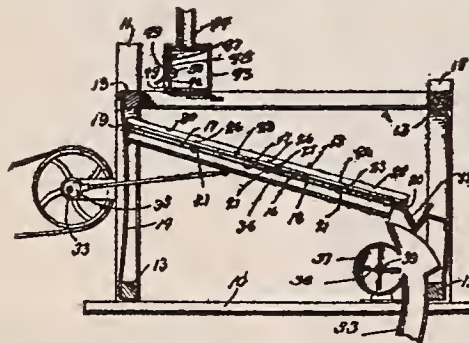
the arcuate slots, fingers on the said shafts adapted to extend through the peripheral slots, arms pivotally mounted on the said ends adjacent the arcuate slots and connected to the adjacent ends of the aforementioned shafts, resilient means for maintaining the free ends of the arms adjacent the periphery of the drum, and means adapted to move the said ends of the arms inwardly against the tension of the resilient means.

Bearing Date of February 15, 1916

Cutting Attachment for Grain Separators.—Louis Debaker, Luxembourg, Wis. Filed October 28, 1915. No. 1,172,114.

Wheat Separator.—Roy D. Cheek, Olney, Ill. Filed January 11, 1913. No. 1,172,110. See cut.

Claim: In a wheat separator, the combination with a frame structure and vertically arranged bowed spring



anchored, of a sieve having its ends connected relatively near the upper and lower ends of the bars respectively, and means for agitating the sieve.

Bearing Date of February 22, 1916

Apparatus for Testing the Quality of Germination in Seeds.—Macomb B. Gray, Billings, Mont. Filed August 14, 1915. No. 1,172,787. See cut.

Claim: A seed testing apparatus comprising a water-tight receptacle having opposed longitudinal grooves in its side walls, a series of rods mounted to slide in said grooves, a sheet of water-absorbing ma-



terial stitched transversely to form loops through which said rods are inserted, the downwardly projecting folds between said loops being stitched transversely to form seed pockets, and having depending parts forming wicks, whereby water is drawn up to moisten seeds placed in said pockets.

Destroying Insects Harmful to Cereal Life.—Isidor Kitsee, Philadelphia, Pa. Filed December 12, 1914. No. 1,172,367.

Bearing Date of February 29, 1916

Grain Elevator.—Mathias Dornbach, Philadelphia, Pa. Filed March 27, 1914. No. 1,173,344.

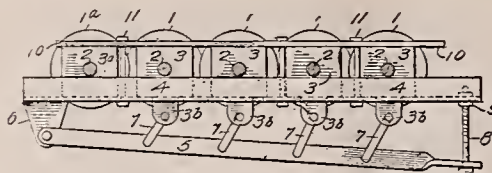
Automatic Weighing Scale.—Thomas St. Julian Babington Parnall, Smethwick, England, assignor to W. & T. Avery, Limited, Soho Foundry, Smethwick, England. Filed July 29, 1915. No. 1,173,732.

Grain Separator.—Otto A. Burgeson, Cantaur, Sask., Canada, assignor to Burgeson Powerless Grain Cleaner Company, Nanson, N. D., a corporation of South Dakota. Filed June 16, 1914. No. 1,173,249.

Rotary Grain Cleaner.—Cornelius Quesnell, Moscow, Idaho. Filed March 10, 1915. No. 1,173,737. See cut.

Claim: A grain cleaner comprising a series of rotary members arranged parallel and side by side, jour-

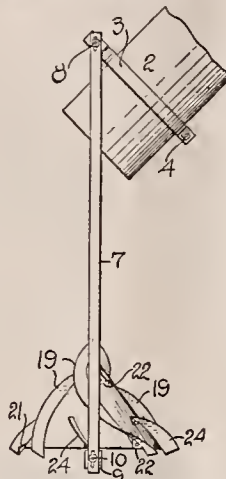
nal boxes for the shafts of the same which are adapted for adjustment horizontally and simultaneously toward and from each other, and means for effecting



such adjustment, the same comprising levers pivoted beneath the rollers, rods connecting the levers with the several journal boxes of the adjustable rollers, and means for adjusting the free ends of the levers vertically, as described.

Distributor for Feed Spouts.—Fred C. Matthews, Orangeville, Ohio. Filed May 3, 1915. No. 1,173,451. See cut.

Claim: A distributing device for elevator discharge pipes comprising a supporting frame including a clamp



adapted to detachably engage a discharge pipe, and members depending from and adjustable with relation to the clamp, a cross bar carried by said members and adjustable with relation thereto, and a rotatable distributor mounted upon the cross bar.

Bearing Date of March 7, 1916

Grain Conditioner and Drier.—Frederick A. Wegner, Buffalo, N. Y. Filed August 22, 1912. No. 1,174,371.

FOR the purpose of purchasing all available grain, so that the Central Powers will be unable to import needed supplies, an Anglo-French corporation has been formed at Bucharest, Roumania, capitalized with \$96,000,000. It has already negotiated for 80,000 cars of Roumanian grain, paying \$50,000,000 in gold.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

KANSAS ELEVATOR FOR SALE

Only elevator at good grain station. J. JACOBSON, Formoso, Kan.

BUSINESS OPPORTUNITY

Grain elevator, seed warehouse and feed mill corporation wants purchasing agent and secretary. Two thousand capital required. AUDITOR, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

CENTRAL INDIANA ELEVATOR AT A SACRIFICE

On Wabash Railroad, private ground. Handles 60,000 bushels per year, 14 cars lumber, 15 cars coal, also other items. Price \$5,500. A. J. McFADDEN, New Waverly, Ind.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

ELEVATORS AND MILLS

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

MACHINERY

FOR SALE—OIL ENGINES

60-h.p. Fairbanks-Morse.
40-h.p. Fairbanks-Morse.
15-h.p. International, with clutch pulleys, new engine.
Half price to move quickly. A. H. M'DONALD, The Gas Engine King, 549 W. Monroe St., Chicago, Ill.

BAGS

FOR SALE

5,400 second-hand cotton grain bags at 11 cents each, f. o. b. St. Louis; any quantity. FOELL & CO., 123 Market St., St. Louis, Mo.

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc. Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

Phone
Harrison 7228

Orders in Futures
carefully executed

THE SYKES COMPANY

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OBITUARY

Thos. B. Barshall, formerly a grain dealer at Sidney, Ohio, died not long ago.

Thomas H. Buehler, a grain broker of New York, N. Y., died on February 8, 1916.

James Cannon, a retired grain dealer, passed away on February 15 at Kansas City, Mo.

L. E. Otto, president of the Phillips Grain Company at Phillips, Neb., passed away not long ago.

James M. Gilbough, first president of the Produce Exchange of Philadelphia, Pa., died at the age of 85 years.

D. B. Price, a grain and lumber broker, operating at Hazleton, Pa., was killed in an automobile accident.

Jacob Kauffman, an old time grain man and miller, passed away at St. Louis, Mo., not long ago, aged 93 years.

Wm. Lambert, for many years prominent in the feed and flour business at Lockport, N. Y., died on February 23, aged 85 years.

At the age of 95 years, Daniel Larzelere, for many years a prominent grain dealer at Quincy, Ill., passed away at his home there.

Fred Ackerman, for many years an operator on the Chicago Board of Trade, died at Excelsior Springs, Mo., where he had gone to recuperate.

Ed. Lewis Lapelle, for many years the manager of the grain business of E. W. Bailey & Co., at Swanton, Vt., died on February 16, aged 63 years.

On February 16, Jacob R. Bruner, died at his home at Wabash, Ind. For many years Mr. Bruner had conducted a grain business and warehouse there.

James H. French, manager of the Farmers' Elevator Company of Coburn Station, Sheldon p. o., N. D., met with death when caught in the clutch in the shafting in the elevator.

Pneumonia caused the death of William Howell, Jr., at Philadelphia, Pa., not long ago. Mr. Howell was one of the oldest members on the Commercial Exchange and had been engaged in the grain business for many years. He is survived by his widow and daughter.

Henry C. Schultz died from apoplexy on March 3 at St. Louis, Mo. Mr. Schultz was one of the members of the Merchants' Exchange and president of the Schultz & Niemeier Commission Company.

Ersikine B. Russell, secretary of the Russell Grain Company, Kansas City, Mo., was killed in an automobile accident on February 20. The auto, in which he and three others were riding, leaped a 50-foot embankment.

At the age of 81 years, John W. Gardner, for many years connected with the hay trade in New York, passed away at his home in Montclair. Mr. Gardner has not been actively engaged in business for several years.

Capt. G. T. Richardson of James Richardson & Sons, grain dealers at Kingston, Ont., and Winnipeg, has been killed in action in France. He was assistant general manager of the grain firm before his enlistment in the army.

August Schneider, a prominent hay and grain dealer at Louisville, Ky., died, aged 72 years. Mr. Schneider retired from active business 13 years ago. Forty years ago he established a hay, feed and grain business at Louisville.

Neuralgia of the heart caused the decease of James Porch at Chebanse, Ill. For many years Mr. Porch was in the grain business at Chebanse and Cabery. He was a veteran of the Civil War and participated in the Battle of Gettysburg.

Hugo A. Brueggenhohann was shot and killed on February 28 at Mayview, Mo., after being mistaken for a burglar's accomplice. Mr. Brueggenhohann was manager of the elevator there owned by the Eagle Mill & Elevator Company, Higginsville, Mo.

Henry F. Fletcher died suddenly at Old Point Comfort, Va., on March 4. Mr. Fletcher entered in the grain business at St. Johnsbury, Vt. In 1879 he moved to Minneapolis, Minn., and was active in the grain trade and railroad business until 1906 when he retired. He was also owner of Pettijohn's

Breakfast Food, together with the City Elevator Company, The Brighton Elevator Company of Minneapolis and the Belt Line Brick Company.

Samuel Y. Hyde of La Crosse, Wis., died at Los Angeles, Cal., on March 9. Mr. Hyde was one of the largest grain dealers, it is said, in the northwest, operating lines of elevators in Wisconsin, Minnesota and North and South Dakota. Mr. Hyde was 70 years old and was spending the winter in the West.

Malen Thatcher, the late multimillionaire who died at Pueblo, Colo., late in February, was formerly, it is thought, connected with the grain commission firm of Bond, Thatcher & Co., of Council Bluffs, Iowa, 48 years ago. He went west shortly after the establishment of the company but still retained his interest in the concern.

Edward Payson Bacon, 82 years old, passed away at Daytona, Fla., on February 25. Mr. Bacon was a Milwaukeean and was well known in the grain circles throughout the United States. In 1865 Mr. Bacon went to Milwaukee and started up a broker's office and later established the grain commission firm of E. P. Bacon & Co.

After a short illness, John Reid, formerly a prominent grain exporter at Portland, Ore., died on February 23. During the early 70's Mr. Reid and the late Mr. Laidlaw embarked in the grain business at Portland, Ore., under the name of James Laidlaw & Co. Later Mr. Reid went into the ship chartering and brokerage business on his own account as John Reid & Co.

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LEADING GRAIN RECEIVERS IN ALL MARKETS

ATLANTA, GA.

Gregg, Joseph, & Son, grain and hay brokers.*†

AUGUSTA, GA.

Willet Seed Co., N. L., seeds.

BALTIMORE, MD.

Buffington & Co., John J., seeds.*

England & Co., Chas., grain and hay receivers.*†

Hax & Co., G. A., grain and hay receivers.*†

Scarlet & Co., Wm. G., seeds.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.

Hasenwinkle Grain Co., grain commission.

Slick & Co., L. E., grain receivers and shippers.

BUFFALO, N. Y.

Buffalo Cereal Co., grain.

Burns Grain Company, grain commission.

Churchill Grain & Seed Co., grain and seeds.*

Townsend-Ward Co., grain commission.*

Urmston Grain Co., grain commission.†

CAIRO, ILL.

Magee Grain Co., grain.*

CHICAGO, ILL.

Armour Grain Co., grain buyers.*

Ashum, Slade & Basting, commission merchants.

Bailey & Co., E. W., commission merchants.*

Barrell & Co., Finley, grain, provisions, stocks.*

Bartlett, Frazier Co., receivers and shippers.

Bennett & Co., Jas. E., commission merchants.*

Clement, Curtis & Co., commission merchants.

Dickinson Co., Albert, seeds.

Dole & Co., J. H., commission merchants.*

Edwards & Co., J. A., grain and provisions.*

Finney, Sam, grain commission.

Freeman & Co., Henry H., hay, straw and grain.*†

Gerstenberg & Co., grain and seeds.*

Griffin & Company, J. P., grain commission.

Harris, Winthrop & Co., grain, stocks, bonds.*

Hitch & Carder, grain commission.

Hoit & Co., Lowell, commission grain and seeds.

Hulburd, Warren & Chandler, commission merchants.

Illinois Seed Co., seed merchants.

Lamson Bros. & Co., commission merchants.*

Logan & Bryan, grain.*

McKenna & Rodgers, commission merchants.*

Merritt Co., W. H., buyers and shippers.*

Miller & Co., Albert, hay and produce.†

Nash-Wright Grain Co., grain, provision, seeds.*

Norris Grain Co., grain merchants.*

Paynter, H. M., grain and field seeds.*

Pope & Eckhardt Co., grain and seeds.*

Rosenbaum Brothers, receivers and shippers.*†

Rumsey & Co., grain commission.*

Sawers Grain Co., grain commission.*

Schiffin & Co., Philip H., commission merchants.*

Shaffer, J. C., & Co., grain merchants.*

Somers, Jones & Co., commission merchants.*

Vehon & Co., M. L., commission merchants.

Wagner & Co., E. W., receivers and shippers.*

Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Allen & Munson, grain, hay, flour.*

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.*

Swift Grain Co., receivers and shippers.*

DULUTH.

Randall, Gee & Mitchell Co., grain and hay.†

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*†

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.*†

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*

Kendrick & Sloan, receivers and shippers, hay, grain.†

Mutual Grain Co., commission, grain, brokerage.*

Shotwell & Co., C. A., commission grain and hay.†

Urmston Grain Co., commission.*†

Witt, Frank A., grain commission and brokerage.

JACKSON, MICH.

Bartlett Co., J. E., salvage grains, offals.

KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.*

Moore-Seaver Grain Co., corn and oats specialties.*

Nicholson Grain Co., W. S., grain commission.*

Peirson-Lathrop Grain Co., grain commission.

Peppard Seed Co., J. G., alfalfa seed, millet and cane.

Roahen Grain Co., E. E., consignments.

Rudy-Patrick Seed Co., alfalfa seed, millet and cane.

Western Grain Co., shippers grain and feed.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.*†

LEXINGTON, KY.

Brent Seed Co., C. S., seeds.

LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.*

LUFKIN, TEXAS.

White Grain Co., seeds.

MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.*†

MEMPHIS, TENN.

Wheeler, Ernest, brokerage & commission.*†

MILWAUKEE, WIS.

Armstrong, W. J. Co., hay merchants.†

Bartlett & Son Co., L., grain commission.*

Bell & Co., W. M., grain and seeds.*

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.*

Fagg & Taylor, corn, oats, barley.*

Mohr-Holstein Commission Co., grain commission.

MINNEAPOLIS, MINN.

Abbey Grain Co., grain commission.

Gould Grain Co., grain merchants.

McCaull-Dinsmore Co., commission merchants.*

Quinn, Shepherdson Co., grain merchants.*

Scroggins-McLean Co., receivers and shippers.

NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†

Forbell & Co., L. W., commission merchants.*†

Keusch & Schwartz Co., grain commission.*

Radwaner, I. L., seeds.

NORFOLK, VA.

Cofer & Co., Inc., J. H. grain.*

OMAHA, NEB.

Cavers-Sturtevant Co., receivers and shippers.*

Crowell Elevator Co., receivers and shippers.*

PEORIA, ILL.

Buckley, Pursley & Co., commission merchants.*

Feltman, C. H., grain commission.

Grier & Co., T. A., grain commission.*

Miles, P. B. & C. C., grain commission.*†

Mueller Grain Co., receivers and shippers.

Rumsey, Moore & Co., grain commission.*

Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*†

Miller & Sons, L. F., receivers and shippers.*†

Richardson Bros., grain, flour, mill feeds.*

PITTSBURGH, PA.

Foster Co., C. A., feed, grain, hay.

Geidel & Leubin, grain, feed, hay.

McCague, R. S., grain and hay.*†

Heck & Co., W. F., grain, hay and mill feeds.*†

Smith & Co., J. W., grain, hay, feed.*

Stewart, D. G., grain, hay.

Walton Co., Sam'l, grain, hay and mill feeds.*

PORTSMOUTH, OHIO.

Grimes-Stritmatter Grain Co., grain, seeds.*

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed, seeds.*†

SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers and shippers.*

Goffe & Carkener Co., receivers, grain, hay seeds.*†

Graham & Martin Grain Co., receiving exclusively.*†

Langenberg Bros. Grain Co., grain commission.

Marshall Hall-Waggoner Grain Co., receivers, shippers, exporters.*

Mack, Henry W., commission merchant.†

Mullally Commission Co., Martin, commission merchants.*†

Nanson Commission Co., receivers and shippers.*†

Picker & Beardsley Com. Co., grain, hay and seeds.*†

Prunty, Chas. E., grain and seeds.

Schisler-Corneli Seed Co., seeds.

Toberman, Mackey & Co., grain, hay and seeds.†

TOLEDO, OHIO.

De Vore, H. W., & Co., grain, seeds, feed.

King & Co., C. A., grain and seeds.*

Southworth & Co., grain and seeds.*†

Wickenhiser & Co., John, grain dealers.

Young Grain Co., grain and seeds.*†

Zahm & Co., J. F., grain and seeds.*

WICHITA, KAN.

Hacker Grain Co., receivers and shippers grain, feed.*

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Among the mightiest contributions to the stability of any business is the *reputation for clean dealing*. And once a business has been so fortunate as to gain that reputation, it should be defended at any cost.

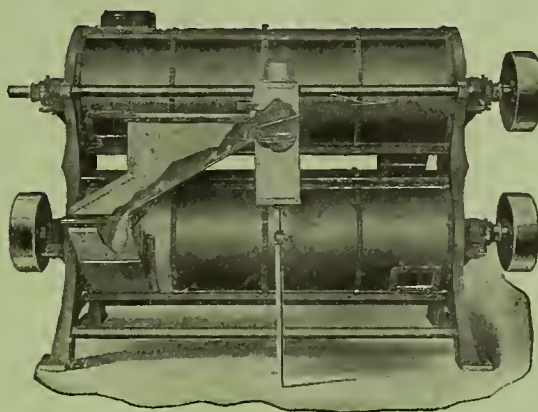
Anxiously and earnestly you have toiled to secure the confidence of those with whom you especially prefer to deal; carefully and cautiously you have planned to deserve continuous patronage; tactfully and thoughtfully you have striven to establish a name synonymous with honesty. And through persistency of effort you have won your game.

But *now*—now that you have made a creditable name for yourself, how do you propose to protect it? Yes, not only *protect* it, but *develop* it to even

greater magnitude? What sort of food are you going to feed it in order to toughen its fibers and strengthen its constitution generally?

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Past experiences have taught you that



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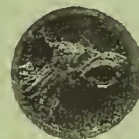
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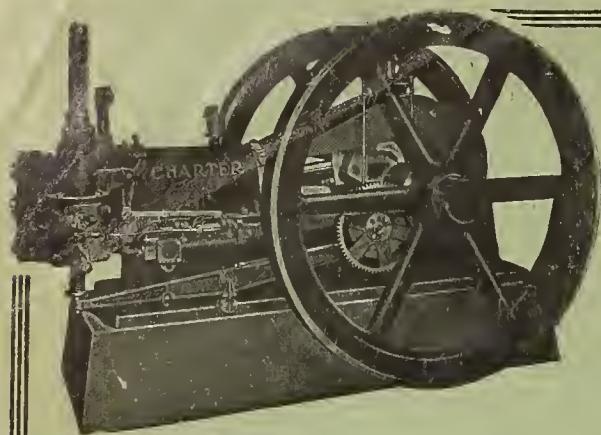
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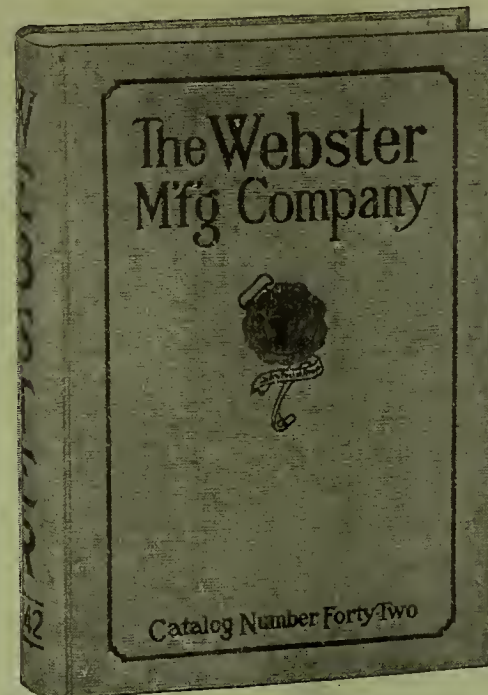
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